

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

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VOL. XXII.

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NO. 1.

BUTCHERS' KNIVES
JOHN WILSONS
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS' STEELS

Canadian Agents: DORKEN BROS & CO., MONTREAL

WE WISH YOU

*The Compliments of
the Season*

AND MAY YOU HAVE YOUR FULL SHARE
OF PROSPERITY DURING THE
COMING YEAR

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

"Empress" Ball-Bearing Mower

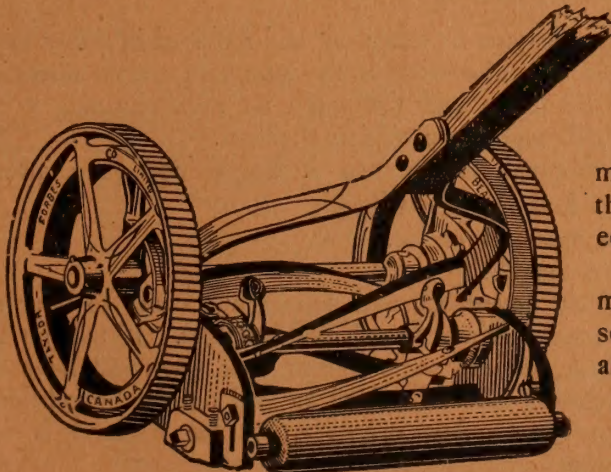
One of the Very Best Sellers

Open Cylinder

The workmanship and quality of materials used are the very best in every respect.

We guarantee every machine made, and we have a large assortment of styles to suit all requirements.

Many Other Exclusive
Features



10 1/2-inch Wheels

All the wheels on our machines are three times the weight of any imported machine.

All our mowers are made with loose half boxes, so that they can be quickly and easily adjusted.

Our Catalogue Awaits Your
Asking

Taylor-Forbes Co., Limited

Largest Manufacturers of Lawn Mowers in Canada

HEAD OFFICE AND WORKS

Guelph

Ontario

TAYLOR-FORBES CO., Limited, 122 Craig St. West, MONTREAL

H. G. ROGERS, 53 1/2 Dock St., ST. JOHN, N.B.

W. A. MACLENNAN, VANCOUVER, B.C.

J. B. H. RICKABY, VICTORIA, B.C.

HARRY F. MOULDEN, Travelers Building, WINNIPEG, MAN.

CANADIAN MANUFACTURERS AGENCY, LONDON, ENGLAND.



The Great White Frost Sanitary Refrigerators

- ☐ In all the world no other Refrigerator so good, so sanitary, so economical so durable as this.
- ☐ In five years' practical use it has not developed one single defect—not a single merit demanded in a Refrigerator found wanting.
- ☐ It is all we claim for it—and then some.
- ☐ One sold in a neighborhood has always brought a demand for more—dealers increase orders every year.
- ☐ Isn't this the Refrigerator for your trade?
- ☐ No other Refrigerator has so many successful selling merits as the "White Frost."
- ☐ The "White Frost" is round in shape and beautiful in appearance.
- ☐ It is made entirely of metal—there is not a splinter of wood in the construction.
- ☐ It is enameled inside and out. Enamel baked on.
- ☐ It has revolving wire-mesh shelves, electrically welded and tinned. Can be adjusted, removed and replaced quickly.
- ☐ There are no nasty corners—no crevices in which dirt and disease germs can lodge.
- ☐ The whole insides can be taken out and replaced in a few minutes.
- ☐ The principle of refrigeration is the sure and simple operation of a natural law—the cold air drops and the warm air rises—insuring a constant current of pure, cold air through the provision chamber.
- ☐ Because of thorough refrigeration it keeps food pure, sweet, wholesome.
- ☐ It never gets foul nor ill-smelling.
- ☐ It is most economical of ice.
- ☐ It is most reasonable in price.
- ☐ It is extensively advertised, and people will come to your store asking for the great "White Frost" Refrigerators. It will be risky to disappoint them, because some one in your town will have them on sale, and it doesn't take folks long to find out the "good things."
- ☐ Let us have your orders promptly, for the demand is large. Catalogs and terms mailed promptly.



Dear Bob:—
Buy me a 'White Frost' Refrigerator.

Lewis Bros., Limited

Toronto

Montreal

Ottawa

Winnipeg

Vancouver

ATKINS SAWS

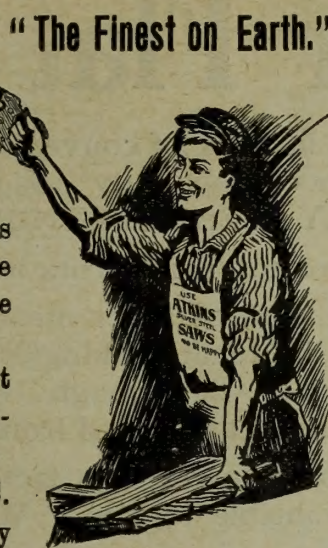
Made
in
Canada.

"The Finest on Earth."

Strictly High Grade. Made for the best mechanics who want, appreciate and will pay for the Finest Tools.

They bring a good profit and satisfy your customer.

The name "E. C. Atkins & Co." on every blade.



E. C. ATKINS & CO., Ltd.

Hamilton, - Ont.

Home Office and Factory, Indianapolis,
Indiana, U.S.A.

The Particular Hockey Player

wants something a little better than the ordinary hockey stick. Show him

Still's Special Hockey Stick

which has no equal on the market. It is perfectly balanced and made of only the most carefully seasoned and selected timber.

STOCK STILL'S
IT WILL PAY

J. H. Still Manufacturing Co.

ST. THOMAS, ONT.

LIMITED.

ICE CREAM FREEZERS THAT SELL

THEY ARE
Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

THEY EXCEL IN
Easy Running
Quick Freezing
Economy
Convenience
Practical Results



"LIGHTNING"



"GEM"



"BLIZZARD"

THEY
ARE SOLD
BY LEADING
JOBBER
EVERYWHERE

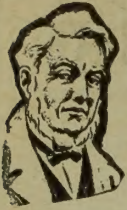
Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers.

SEND FOR CATALOGUES

NORTH BROS. MFG. CO.,

-

Philadelphia, Pa., U.S.A.



"You can make friends and roll out dollars by pushing our Flat Roofing."—*The Philosopher of Metal Town.*

Roofing for Flat Roofs

Made from the best galvanized steel, in rolls of convenient size. Lays perfectly flat when unrolled, and with our specially designed cleat and double seams, makes an **ABSOLUTELY WEATHERTIGHT** roof.

Specially adapted for roofs with a pitch of not less than one inch to the foot.

Ours is the **LARGEST** and **BEST** line of sheet metal building materials in Canada—"Eastlake" Metallic Shingles—Metallic Ceilings and Walls—Steel Cornices—Eavetrough Conductor Pipe Finials—Ventilators—Skylights—Corrugated Iron, etc.

Our new catalogue No. 70 gives many interesting facts on Metallic Roofing—Information that will be valuable to you. Write for one.

Manufacturers,



1798

SNOWSHOES will be asked for every day now, and mostly it will be

RYAN'S SNOWSHOES

MAPLE LEAF BRAND

It will pay you to lay in a good stock of our fine Snowshoes. They sell readily and there's good profit in them for you.

SNOWSHOES noted for **QUALITY** and **DURABILITY**.
FRAMES made from **SECOND GROWTH WHITE ASH**.
TIGHTLY LACED **CLEAR GUT**

Illustrated card and price list on request.

Get ready for the demand.



THE ROBERT RYAN CO.,

Manufacturers of Gloves, Mitts,
Moccasins, Snowshoes, Etc.

THREE RIVERS, QUE.



White Frost Refrigerators

Start the **BIGGEST** year right by buying Saleable Goods, and Lines on which you can make a Reasonable Profit.

The handsomest, the best and the **ONE** Refrigerator that is absolutely sanitary. The Refrigerator that has set the people wild in its praise—and it “delivers the goods.”

Made Entirely of Metal.—not a splinter of wood in its construction. It cannot warp, swell or decay—Will last a lifetime.

Absolutely Sanitary. No nasty corners, cracks or crevices for germs and dirt to gather. All food is preserved sweet and wholesome—without taint nor odor—The “White Frost” is the protector and defender of the family health.

Round in Shape with revolving and quickly removable shelves, it can be thoroughly cleaned in a few minutes and kept clean.

Economical of Ice. Refrigeration is on natural and scientific lines. Guaranteed to maintain an equable, cool, dry temperature in the hottest weather.

A satisfactory record of five years demonstrates why the dealer who sells the “White Frost” always has the Refrigerator trade of his city.

Enamelled in Pure White without and within. Trimmings of solid brass, perfect lock, ball-bearing castors. A handsome piece of furniture that at once attracts the housewife.

Send for Catalogue.

LEWIS BROS., Limited

Canadian Distributors

MONTREAL

Ottawa

Toronto

Vancouver

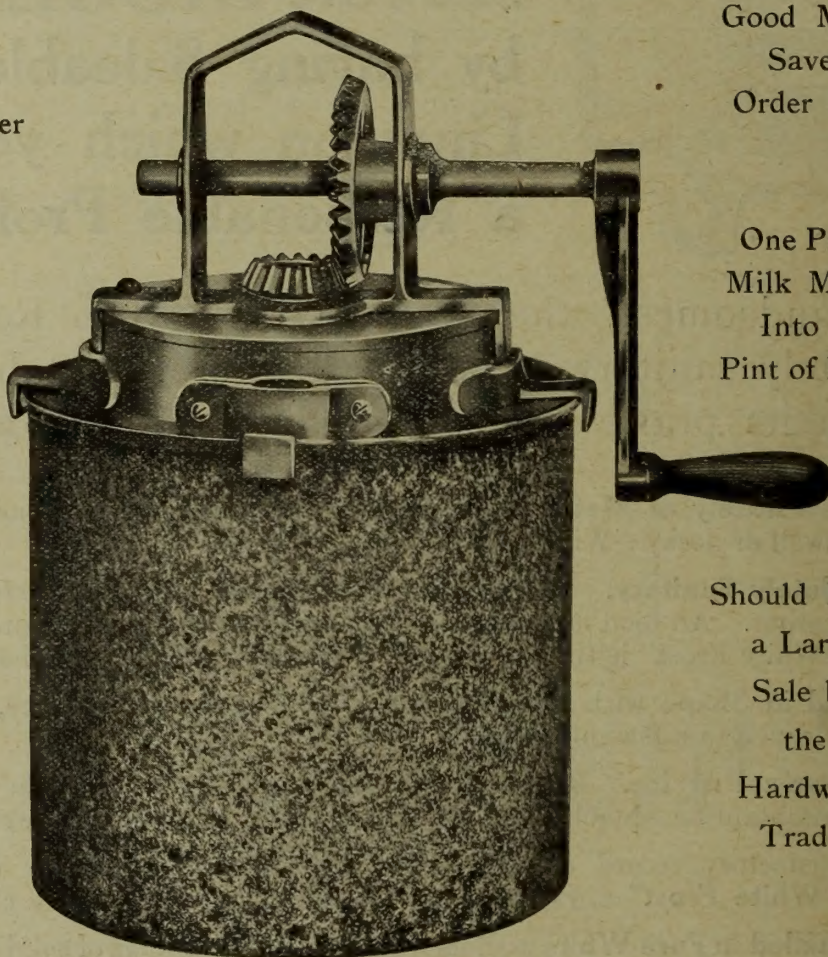
A New Household Invention IDEAL BUTTER MAKER

What Our "IDEAL BUTTER MAKER" does.—Take one pound of butter and one pint of sweet milk and place them in machine. Mix the two together for a few minutes, then take out from the machine about two pounds of a product sweeter than creamery butter.

Reduces Your Butter
Bill One-Half.

No Chemicals
or
Drugs Used.

Order a
Sample
at Once.



Good Money
Savers.
Order Now.

One Pint of
Milk Merged
Into One
Pint of Butter.

Should Have
a Large
Sale by
the
Hardware
Trade.

"IDEAL BUTTER MAKER"

When the "IDEAL BUTTER MAKER" is ready for operation it stands about twelve inches high and is twelve inches wide; capacity, one to four pounds; weight about ten pounds, ready for shipment.

WE
SHIP PROMPTLY

WRITE FOR PRICES
Ask our travellers about this line

WE
SHIP PROMPTLY



FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal

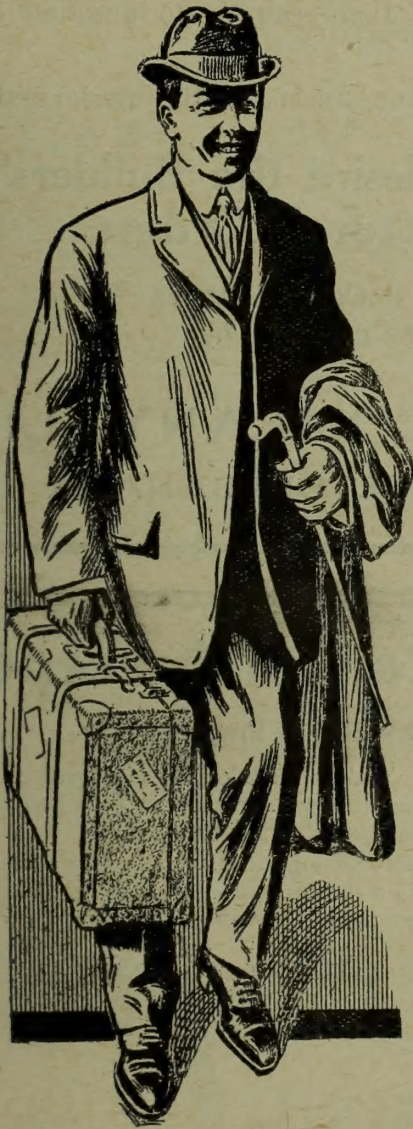
: : : : :

Canada



Now for 1910

Success—then more success! We swing into the New Year with a determination to discount the past at every point



of comparison, and make this more than ever headquarters for those who want the best to be had in Hardware. Our trade has grown through deserving to grow. We not only handle the best-selling lines, but we co-operate with customers in a way that makes assurance of good business doubly sure. With all our advertising, we have no wish to pass off this establishment in any respect for more than it really is. We are building slowly, like the coral insect under the sea—adding piece by piece without noise, and content to be found out and appropriated as wanted. Beyond that

there is no occasion to say much. The business speaks for itself!

H. S. Howland, Sons & Co., Limited

Wholesale Hardware Merchants

TORONTO

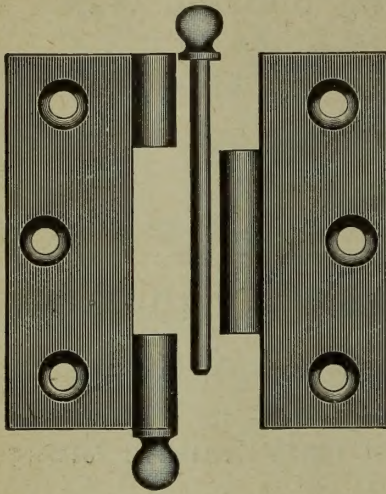
We Ship Promptly

Our Prices Are Right

GRAHAM NAILS ARE THE BEST



Registered



QUALITY

is the potent force that has placed

"Crescent Brand" Butts and Hinges

in the proud position they now occupy in the realm of Hardware. Whether judged from the standard of "appearance" or that of "intrinsic worth," there can be no question of "Crescent Brand Superiority."

The prices are not any higher than is asked for the inferior makes.

Merchants who desire the Builders' and Contractors' Orders

cannot afford to stock any Butts or Hinges that are not made by

CANADA STEEL GOODS COMPANY, Ltd.
MANUFACTURERS, - - HAMILTON, CANADA

Bissell's New Ball Bearing Carpet Sweeper

The First and Only GENUINE BALL BEARING SWEEPER Ever Produced

It takes mechanical merit of a high order to win immediate favor with the public, and measured by this standard, and considering the business we have done during the past year, it demonstrates how fully as well as promptly the trade and buying public have recognized the superiority of our Ball Bearing Sweeper.

The Ball Bearing is the easiest running Sweeper ever made, and contains among other valuable improvements the most positive "Friction" or Brush Propelling Power of any sweeper on the market. All other notable patented features are also embodied in the Ball Bearing machine, such as Improved Dust Proof Axle Tubes, Anti-Raveler, Corner Support for Furniture Protector, Metal Covered Handle Thread, Etc.

While on the market but one year, the Ball Bearing Sweeper constitutes over three-fourths of our entire business, and by the close of this year fully four-fifths of our entire output will be Ball Bearing. The reasons for this are plain: the Ball Bearing is the easiest running, most durable, and pays the dealer the best profit.

The introduction of other cleaning devices has only served to stimulate the demand for our goods, as the public now better realize the value we have been giving them, and further, that the Bissell Sweeper is absolutely indispensable in the home, no matter what other cleaning apparatus may be installed.

In proof of these statements we have just closed one of the largest and most satisfactory year's business in our history.

Write for Our Spring Offer

Bissell Carpet Sweeper Co.

GRAND RAPIDS, MICH.

(Largest and Only Exclusive Manufacturers of Carpet Sweepers in the World)

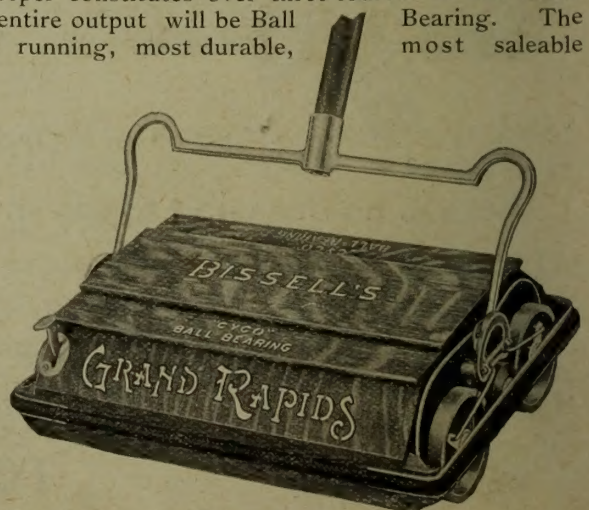
Branches:

New York (Eastern Office, Salesroom and Export Dept.), 25 Warren St.

Niagara Falls, Canada, Factory

Paris, France

London, England



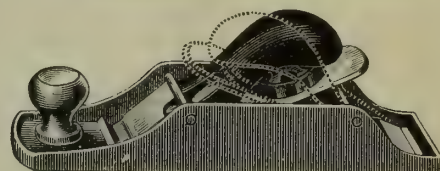
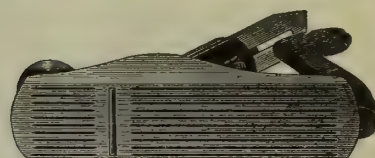


All Skilled Mechanics
INSIST ON HAVING
Stanley Planes

We have 124 varieties and sizes. A plane for every purpose.

These Planes are sold at reasonable prices, quality considered.

Many of the leading types of Stanley Planes have new patented features which make them better than ever.

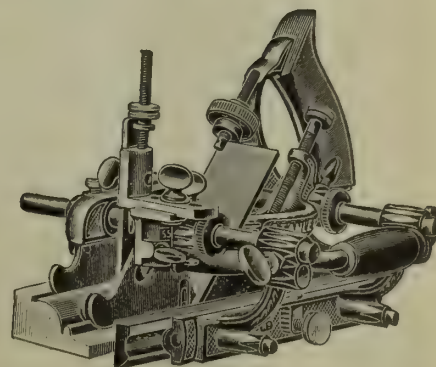
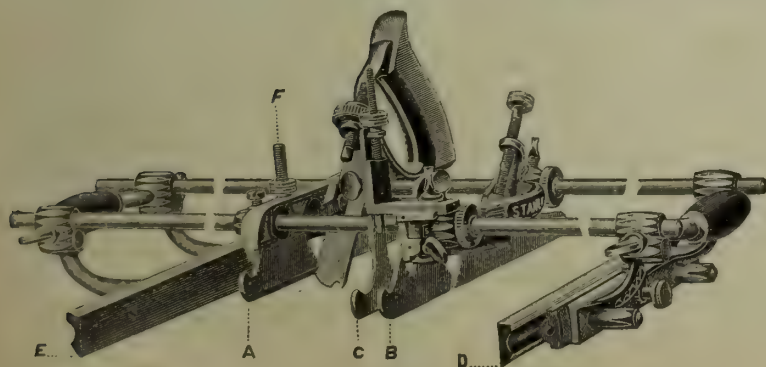


We will mail a copy of Stanley's New Tool Catalogue to you if you ask us.

WHOLESALE DISTRIBUTORS

Cawerhill Searmont & Co

MONTREAL & WINNIPEG



Simonds' "Crescent Ground" Cross-Cut Saws

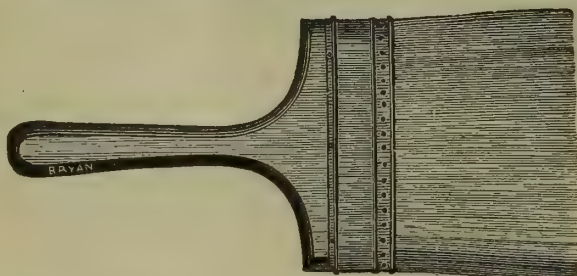


The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd.

Montreal, P.Q., Vancouver, B.C., St. John, N.B.



IT WILL PAY YOU

TO HOLD YOUR SPRING ORDER FOR

Brushes, Brooms and Woodenware

and not to place it until you have seen our complete line at the Retail Hardware Convention at London in February. You will find a splendid range of finest quality goods which cannot fail to meet every requirement.

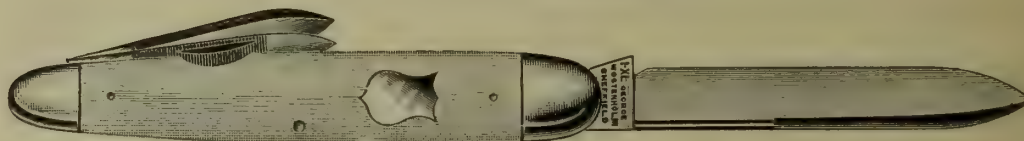
Thomas Bryan, Limited, London, Ontario

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton

Wostenholm's Fine Sheffield Cutlery

Trade Mark

1 · X L (I excel)



THREE BLADE POCKET KNIVES. Hand Forged Blades. In Pearl, Shell Ivory and Stag Handles.

This pattern in 3, 3½, 3¾, 4, 4½ and 5 inch sizes. Insist on 1 · X L goods. Every knife guaranteed.

A. MACFARLANE & CO., MONTREAL, Canadian Representatives.



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY CO.

Factories:

NEW BRITAIN, CNN.

Office: NEW YORK.

Office: CHICAGO, ILL



Steel Specialists to make Tools

¶ We have purchased the plant occupied recently by Jas. Warnock & Co., Galt, Ontario, and commenced manufacturing High-Grade Edge and Lumbering Tools.

¶ Mr. Allan Hills, our president, is a practical steel manufacturer and has secured the necessary capital to place the business on a proper footing. His experience was gained while occupying an important position with Wm. Jessop & Sons, Sheffield.

¶ Our output consists of Edge and Lumbering Tools of the highest quality. In order that our steel may be exactly right, we have engaged the head chemist of Wm. Jessop & Sons, who will devote his attention exclusively to the proper hardening and tempering of all steel used in our tools.

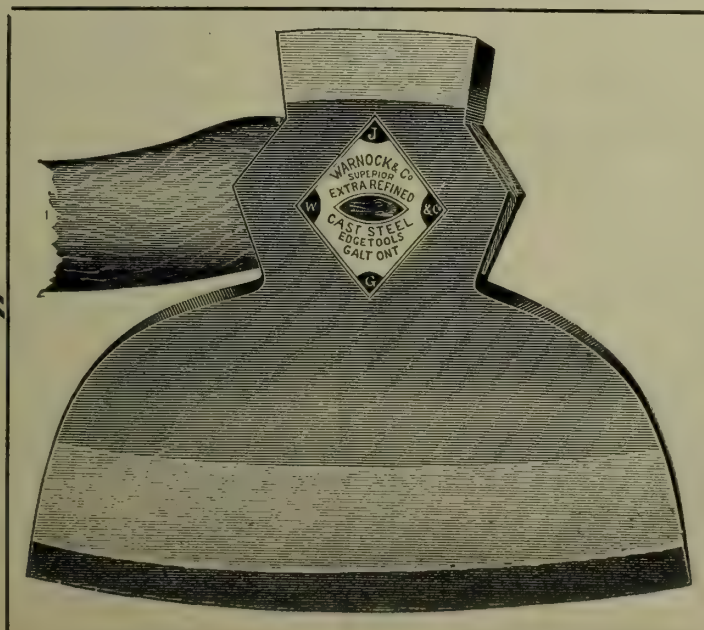
¶ The old Warnock plant, which we are operating, is equipped with the most modern machinery. We thus possess the skill, the experience and the facilities to manufacture Edge Tools of the Highest Grade.

*We are the only firm in Canada manufacturing
a complete line of Edge and Lumbering Tools.*

All tools are made from the best Sheffield steel and are thoroughly tested before shipment. We will replace any tool found defective in quality or workmanship.

Allan Hills Edge Tool Company, Limited
Galt - - - - - Ontario

N. J. Dineen, Western Representative



BENCH AXES
CHISELS
DRAW KNIVES
CHOPPING AXES
STRIKING
HAMMERS
PEAVIES
CANT HOOKS

Our Masons' Hammers
are particularly well
balanced and nicely
finished.

Let us tell you about
them.

Brantford "Roofing" Co.'s Brands

OF READY ROOFING

Viz. "Brantford Asphalt"

"Brantford Rubber"

Are popular everywhere.

Do you handle them?

Our Contract to Agents is attractive.

"Brantford Crystal"

and "Mohawk"



Peerless Freezer
Sold Everywhere
Universally Successful

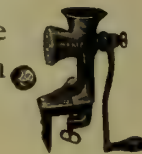
Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three
Minutes. Advertising Claims Proven in
the Use.



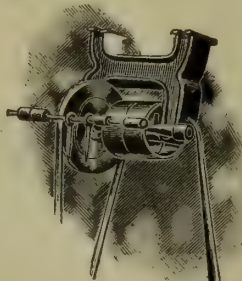
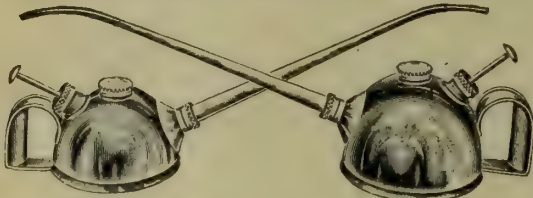
Dana Mop Wringer
takes a Woman
off her knees



Dana
Food Chopper

THE DANA MFG. CO., CINCINNATI, O.

Howland's Pump Oilers



A slight pressure
of the plunger
pumps the oil to
the bearings.

For sale by
all Jobbers
in Canada



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

Start the New Year Right

by using

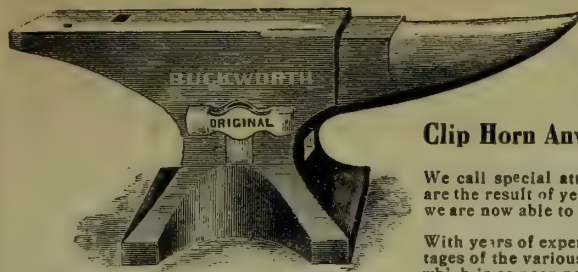
SUPERFINE LINEN RECORD

The best paper for Blank
Books and Office Stationery.

Samples sent on request.

The ROLLAND PAPER CO., Limited

MONTREAL, QUE.



BUCKWORTH

Solid Wrought General Blacksmiths' and
Clip Horn Anvils, with Crucible Steel Face : : :

We call special attention to our Farrier's Clip Horn Anvils. These Anvils are the result of years of careful study on our part of the Farrier's wants, and we are now able to present an anvil that is perfection.

With years of experience and careful study of the advantages and disadvantages of the various makes of anvil on the market, we here present an anvil which is as near perfect as it is possible to be. The size of face, length and fullness of horn and depth of drop have all been considered. We defy a better shaped anvil for general blacksmithing.

Every genuine **BUCKWORTH** Anvil is made of the best Wrought Iron and faced with the best Crucible Cast Steel, carefully tempered and tested to secure absolute uniformity. The **BUCKWORTH** Anvil is made by the latest improved methods. Top and bottom are each one solid piece, and only one weld at the waist.

The steel faces to these anvils are all put on in one solid piece.

NOTE.—That every genuine **BUCKWORTH** Anvil is stamped the name **BUCKWORTH** together with the word "original" on a hammer.

Anvils, 40 to 600 lbs., carried in stock

BUCKWORTH FARRIER KNIVES are superior in Quality and Grinding

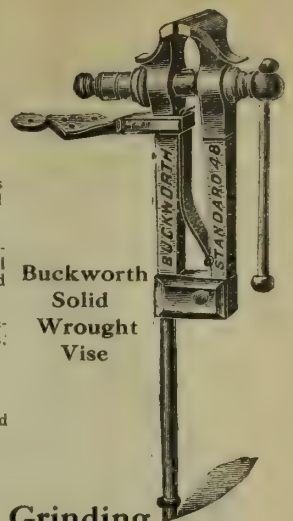
Malleable
Handles

Adjustable Blades



Buck
Handles

Secure
Blade



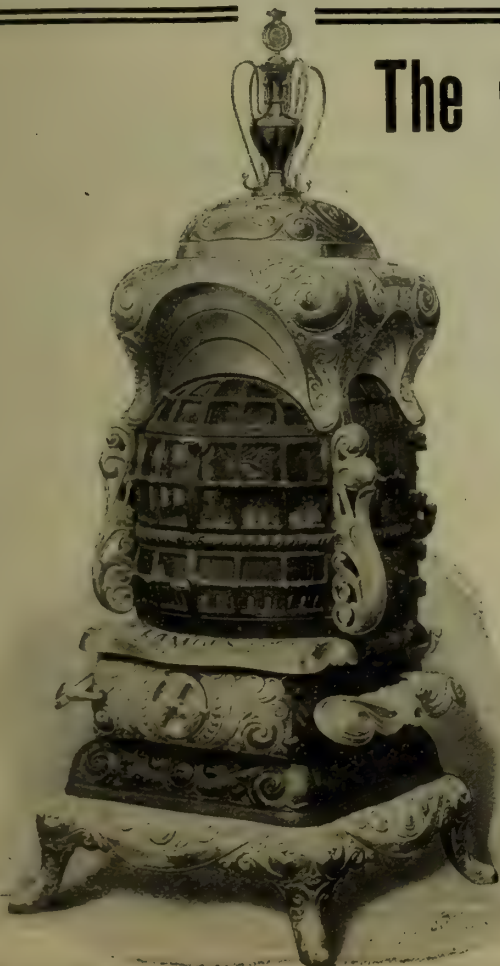
Buckworth
Solid
Wrought
Vise

Write **DECATUR, BULL & CO.**

SELLING AGENTS.

MONTREAL, CANADA.

For
Catalogue



The "Famous" Base Burner

—Here it is—

You know the stove, the new 400 series, and you know its features, such as triple exposed flues, double mica door catch, etc., the best stove on the market, and we have lots of them in stock, waiting for your call. Perhaps you have not tried it yet; if not

TRY IT NOW.

McCLARY'S

London, Toronto, Vancouver, St. John, N. B.

Montreal, Winnipeg, Hamilton, Calgary.

ONEIDA COMMUNITY GAME TRAPS

Newhouse,
Hawley & Norton,
Oneida Jump
and
Victor Patterns

43 Sizes

This will be the largest trap
year ever known. Be sure to
have complete stock this Fall.

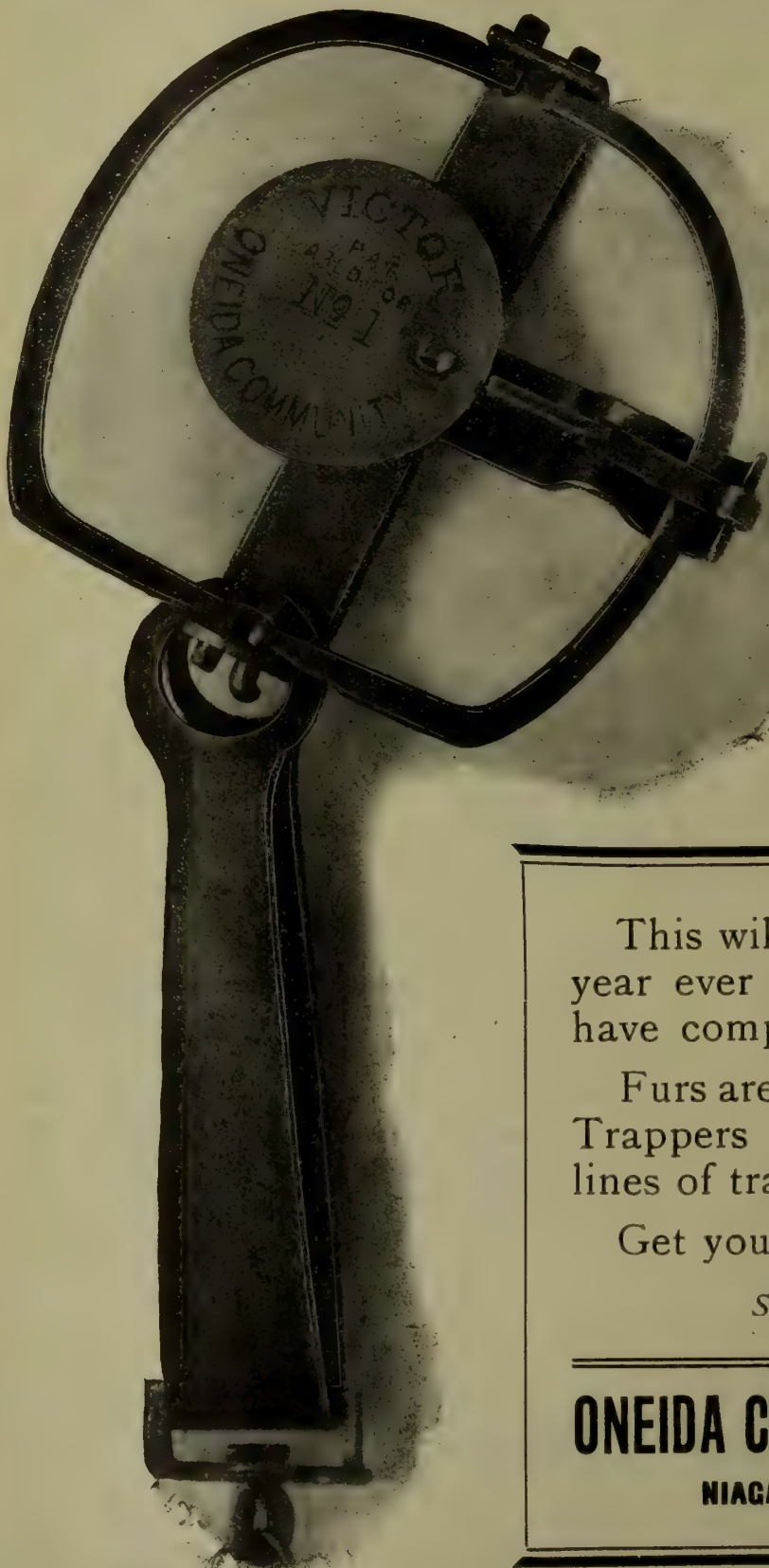
Furs are bringing high prices.
Trappers are planning bigger
lines of traps.

Get your share of the trade.

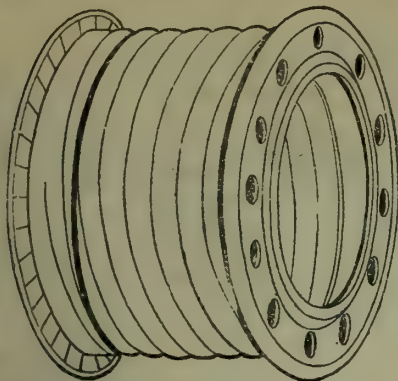
SPECIFY NOW

ONEIDA COMMUNITY, Limited

NIAGARA FALLS, ONTARIO



O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both Floors and Partitions. They can also be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

When writing advertisers kindly mention having seen the advertisement in this paper.

CANADIAN PACIFIC WESTERN EXCURSIONS Single Fare

Plus \$2.00 for the
Round Trip

From all stations in Ontario, Port Arthur and West, Manitoba, Saskatchewan and Alberta, to

VANCOUVER VICTORIA and WESTMINSTER

Also to OKANAGAN VALLEY and
KOOTENAY POINTS

Tickets on sale December 16, 17, 18, 1909; January 21, 22, 23 and 24; February 15, 16, 17, 1910; good to return within three months.

ROOFERS' SUPPLIES

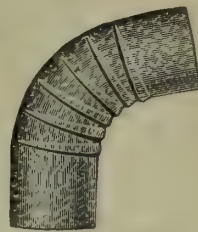


CONDUCTOR PIPE, plain or corrugated, 10 ft. lengths.

EAVETROUGH, ridge roll, valley iron—10 ft lengths.

CONDUCTOR ELBOWS, plain or corrugated, all sizes and angles.

MITRES, outlets, hooks, spikes, ferules, cut-offs, etc.



E. T. WRIGHT & CO.
Hamilton Canada

BEST SELLER of the season "DAISY"



Indoor
Sanitary
Earth
Closet

Neat

Compact

All Metal

Ventilated

The Daisy is all Metal except the hardwood seat. No odors can permeate it. Easily set up and sanitary.

PRICE \$10.00

Liberal Discount to the Trade.
Write for Descriptive Circular.

**The Toronto Furnace and
Crematory Co., Limited**

72 King St. East,

Toronto

THE WHITE MOP WRINGER

is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

Order from your jobber or from us.

**WHITE MOP
WRINGER
CO.**

Fultonville,
New York

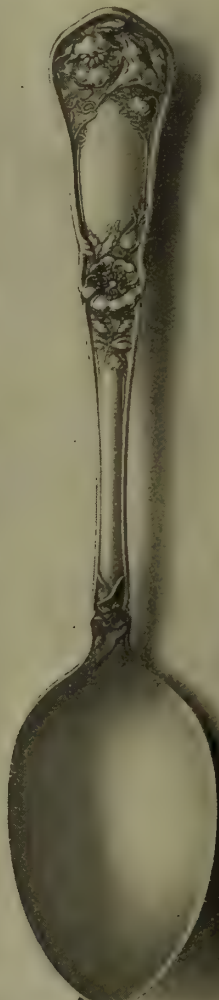


This
Trade Mark
Insures
Genuineness
Originality
Perfection
Satisfaction



Use Both Barrels

RELIANCE PLATE



Wildwood
Design

COMMUNITY SILVER



Louis XVI
Design



HE DEALER who carries our new Reliance Plate in addition to **COMMUNITY SILVER** makes a killing

With Community Silver he appeals strongly to the large class of plated-ware users who rightly believe the *best* to be the most economical. While with Reliance Plate he satisfies the demand for reliable plated ware at very low cost.

ONEIDA COMMUNITY, Ltd,
NIAGARA FALLS, ONT.

Stanley Tools

This Company is one of the foremost producers in the world engaged exclusively in the manufacture of high-grade CARPENTERS' AND MECHANICS' TOOLS.

Only the very best of materials and the highest grade of skilled labor obtainable enter into their construction.

These methods, together with the fact that the most rigid inspection is given every tool before it is allowed to leave our works, enable us to offer tools carrying with them the strongest of guarantees and justify our claim that STANLEY TOOLS are



The Bit Braces illustrated herewith are a few of the many lines of Bit Braces we manufacture. Particular attention is called to the No. 921 Brace which embodies improvements and refinements in mechanical construction not previously contained in any Bit Brace.

We make the largest assortment of both Ratchet and Sleeve Braces of any manufacturer in the world. They can be had in all standard sizes of sweeps from six to fourteen inches---in all finishes---and at prices to suit all requirements.



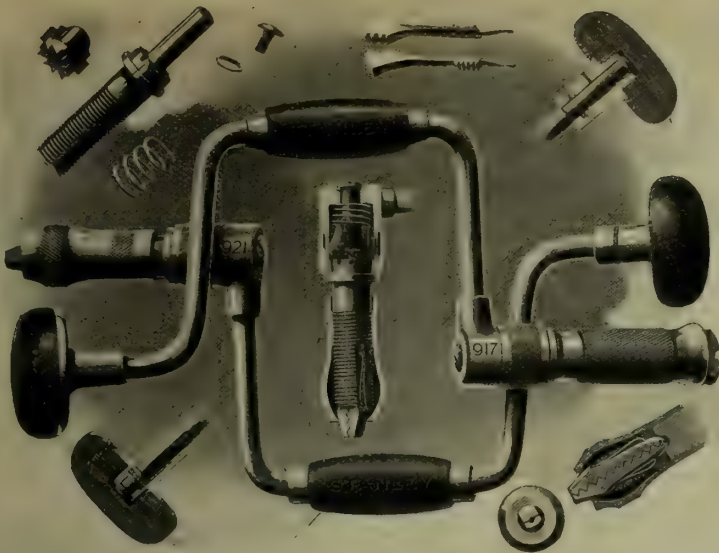
We are now prepared to ship from our

CANADIAN WORKS

our complete line of Iron and Wood Bench Planes, Block Planes, Bit Braces, Spoke Shaves and Pocket Levels, and as fast as practicable to these will be added other lines of tools shown in our catalogue---a copy of which we should be glad to send to anyone who so desires.

Address all communications to

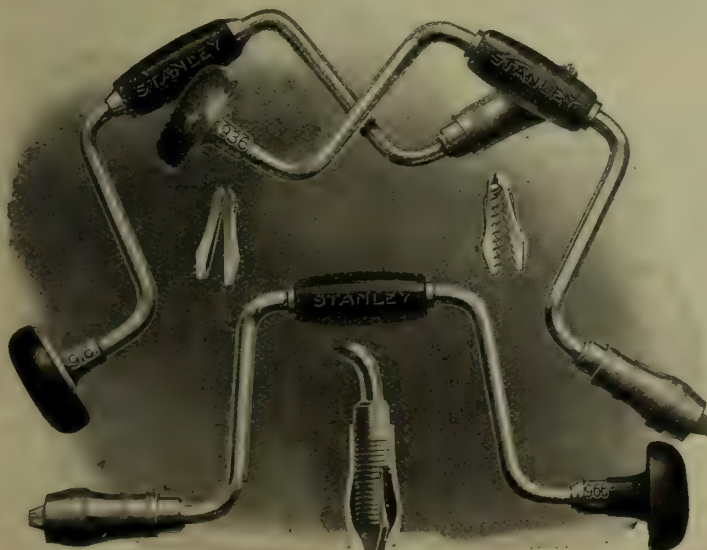
Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



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Disston

THE Disston line of HACKSAWS are good sellers. They attract and hold a class of buyers who like to own and use a tool which bears inspection in every detail.

The FRAMES aren't merely "Holders." Stout and strong, they stand the use of years.

Easy to ADJUST.

The BLADES are DISSTON Blades—made especially for Hacksaw work—as only DISSTON has been able to make them.

The TEETH are milled in—they have the RIGHT pitch and shape for cutting METAL.

The whole Hacksaw is made throughout with a thoroughness peculiarly DISSTON—by special and characteristic DISSTON processes.

Made with the same care which has made the DISSTON "The Saw You See From Sea to Sea."

The HIGHEST Awards—Grand Prix and Gold Medals—
Alaska-Yukon-Pacific Exposition—Seattle, Wash., 1909.

If you have the slightest delay in getting a supply of the DISSTON line of Saws, Tools or Files, notify us and we shall see you are supplied without delay.

Henry Disston & Sons,
Keystone Saw, Tool, Steel and File Works *INC.*
PHILADELPHIA, U.S.A.



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FREE
Book

about 100-year shingles? Shows how to get most for your money in roofing anything that's worth roofing right. Proves the saving we'll make you. News for you about shingles that last a century. Get a copy. Ask nearest office.

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Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency

313 New York Life Building - MONTREAL

CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto 465 Temple Building, Montreal



Welland Canal

**TENDERS FOR SUPPLIES FOR THE
YEAR 1910**

SEALD TENDERS for supplies addressed to the undersigned, will be received until 16 o'clock on Tuesday, the 18th of January, 1910, for the supply and delivery of various articles of Timber, Hardware, Castings, Oils, etc., for use on the Welland Canal and its branches for the year 1910.

Specifications, forms of tender and other information may be obtained at the Superintendent Engineer's Office, St. Catharines, on and after Friday, the 5th December, 1909.

The lowest or any tender not necessarily accepted.

By Order,

L. K. JONES,
Secretary

Department of Railways and Canals,
Ottawa, December 22, 1909.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

SELL DENNIS IRON STABLE FITTINGS

There is a growing demand for them. Whenever new stables are being built or old ones remodelled or renovated, our stable fittings should be introduced.

They give the stable a modern, attractive appearance, make it thoroughly sanitary and wholesome—and they never wear out.

We make a special feature of this line and quote prices that make it possible to furnish a stable in a complete modern style at a very moderate cost.

Send for Special Booklet and Price List—with terms and discounts to dealers.

DENNIS WIRE & IRON WORKS CO., LIMITED

LONDON, CANADA

Toronto Office, 103 Pacific Bldg.

We issue a
Monthly Stock List
and shall be pleased to mail
it to you on request.

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

H&R ARMS CO

Permit us to call your attention to our latest production which we illustrate herewith. A high grade, small bore, double barrel, hammer gun. It just fills the bill for small game, precisely what the sportsman has always wanted. It is an ideal gun for field and brush shooting. Also for ladies' use.



All the best features of high-priced guns, including checked, imported walnut stock and fore-end, 28 gauge, 28-inch barrel, standard factory loads, black or smokeless powder, weight about 5¾ lbs. 44 calibre, 26-inch barrel, 44 W.C.F. shot cartridge or 44 X.L. shot cartridge, weight about 5¼ lbs. Get this new gun in stock at once so that your line may be complete.

Our new and beautifully illustrated catalogue of 40 pages contains valuable selling points and shows our complete line. We want you to have it. Write for it to-day.

Harrington & Richardson Arms Co., 615 Park Avenue, Worcester, Mass., U.S.A.

FIGURED GLASS

We can
supply this
Pattern in
White, Pink,
Amber and
Green.
Prompt
Shipment
a Specialty



We have a
large and well
assorted
stock of figured
glass, and
can make
shipments same
day order is
received if
desired.

Send us your
next order.

LARGE MURANESE

The HOBBS Manufacturing Co., Limited

WAREHOUSES AND FACTORIES

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WINNIPEG



A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure.

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:

102 St. Remi St., Montreal, Canada

And at

95 Queen Victoria St., London, E.C.



A Presentable Line



OVAL

ASSORTED DESIGNS

Three sizes, inches 14, 16, 18

SCALLOPED DESIGN

Three sizes, inches 14, 16, 18

We also have in stock Nickel-plated Bread Trays, Crumb Brushes and Trays, Silver Lined Tea and Coffee Pots in all sizes.

SILVER-PLATED TRAYS

"CARPATHIAN"

ASSORTED DESIGNS

OBLONG

Four Sizes, inches 12, 14, 16, 18



ROUND

ASSORTED DESIGNS

Two sizes, inches 12 and 14

SCALLOPED DESIGN

Two sizes, inches 12 and 14

ROUND MARVEL TRAYS

Tin, Nickel-plated

A cheap line, 13 inches diameter

Write for Prices

The THOS. DAVIDSON MFG. CO., Limited, Montreal and Winnipeg

HOCKEY STICK SPECIALISTS

The present is an age of SPECIALISTS.

WHY? For the simple reason that the manufacturer who devotes his whole time and energy to a SPECIALTY is able to produce a superior class of article.

We, as SPECIALISTS, out goods of a QUALITY through the usual channels.

are in a position to turn heretofore unobtainable

We Guarantee All Sticks Bearing this Trade-Mark To be Made of Thoroughly Seasoned Selected Stock,



Which Have Been Scrupulously Examined And Graded by Experienced Inspectors At the Factory.

SIX REASONS

WHY YOU SHOULD BUY "ST. MARYS" HOCKEY STICKS

1. Our factory was designed and equipped SPECIALLY for the manufacture of HOCKEY STICKS.
2. WE USE ONLY THE BEST MATERIAL OBTAINABLE.
3. They have the "Sure Grip, Anti-Bliester" handle when so ordered.
4. The design and finish are unequalled.
5. Special care taken in BRANDING makes our sticks attractive and more easily sold.
6. THEY LOOK WELL, SELL WELL, AND LAST WELL.

FULL LINE FOR IMMEDIATE DELIVERY.

The ST. MARYS WOOD SPECIALTY CO., Limited
ST. MARYS, ONT.

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



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Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASSFOUNDRY**

Original Patentees and Manufacturers of
Cartland Patent Helical, Climax, Adjustable,
and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

GOOD-BYE, 1909 !



"DOMINION"

GOODS were manifestly very popular during 1909; we are confident that our sales will greatly increase in this New Year, 1910.

"Quality, not Quantity" is the maxim applicable to our business, and we find that it pays better than if we reversed the motto.

To all our customers, the length and breadth of this "fair Dominion," we wish a Very Prosperous New Year.

DOMINION WIRE MANUFACTURING CO., LIMITED

Works: LACHINE

Head Office: MONTREAL



ARMSTRONG TOOL HOLDERS

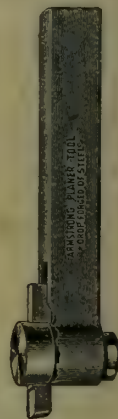
THE WORLD'S STANDARD LATHE AND PLANER TOOLS



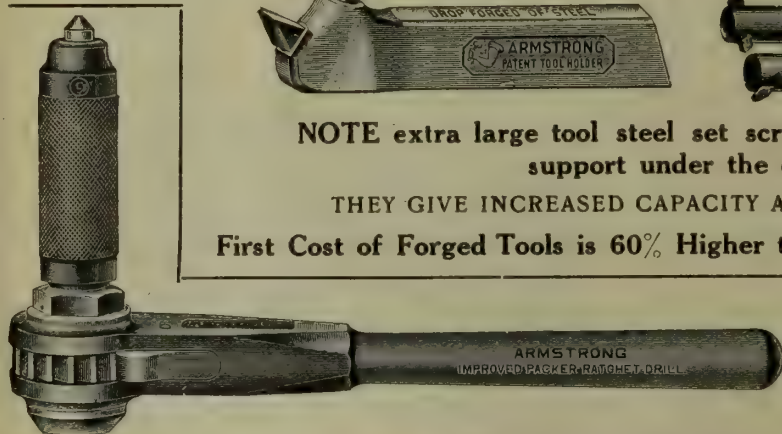
NOTE extra large tool steel set screw and REINFORCED support under the cutter.

THEY GIVE INCREASED CAPACITY AND LASTING QUALITY.

First Cost of Forged Tools is 60% Higher than Armstrong Tool Holders.



Planer Tool



This is our new IMPROVED
PACKER RATCHET DRILL

We make the most complete and best line
of Ratchets on the market.

Write for special circular and prices.



Do you want our new catalog?
It's a Tool Holder Encyclopedia.

Armstrong Bros. Tool Co.

"THE TOOL HOLDER PEOPLE"

106 N. Francisco Avenue, CHICAGO, U.S.A.



"47"

VARIETIES

— OF —

**Coal Oil
Lighting Specialties**

and all of them

GOOD

Send For Catalogue No. 10.

Handled by All Jobbers.



"BANNER"

"Climax" and "Little Bobs"

LANTERNS

"Universal," "Settlers" and "Handy"

**Table and Wall
Lamps**

**"Jewel" Hanging
Lamps**

Ontario Lantern & Lamp Co., Limited
Hamilton **Ontario**



Two Collapsible Go-Carts

that will prove ready sellers.

On the left, No. 295. List \$7.50. With hood, wood handles, seat and back. Gear is stationary, but upper part of body folds.

On the right, No. 294. List \$8.20. Wood handles, with hood attached to same. Hood and cart fold with one motion.

Many other GENDRON SPECIALTIES which are certain business bringers.

Made in Canada. Write for Catalogue

Gendron Manufacturing Co.
Toronto, Canada



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.
Fitchburg, Mass.

Branches Throughout the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is Made of Simonds Steel. Covered by the broadest Simonds warranty.

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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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THAT'S
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**Canadian
Hart Wheels**



442 Barton St. East, Hamilton
Corundum and Emery Wheels,
Grinding Machines, Beaver
Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring; and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - Birmingham


FILTERS.

Anti-Splash Tap Filters
The "Galvo" Filter and Water Steriliser

There's good money in them for hardware dealers. We supply display cards that sell them.
Write for Prices and Sample.

The Anti-Splash Filter Co.
OWEN SOUND - - - ONTARIO

SKATING RINK SCRAPER.



HARDWARE MEN
sell the Rink in your town
an
ICE SCRAPER
saves time and half the
labor.
JAMES & REID, Sole Mfrs.
Perth - - - Ont.

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FURS

Do you trap or buy Furs? I am Canada's largest dealer, I pay highest prices. Your shipments solicited. I pay mail and express charges; remit promptly. Also largest dealer in Beehives, Sheepskins, etc. Quotations and shipping tags sent free.

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GALVANIZING.

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Work and Prices Right
**ONTARIO WIND ENGINE & PUMP
CO., Limited**
Toronto, Ont.

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BETTER SERVICE

We are now installed in our new building, and will have much better facilities than ever before for giving all our customers prompt and efficient service. Following are some of our leading lines:

Sprayers, Thimbles, Drums,
Air-Tight Stoves, Vacuum Cleaners

Collins Mfg. Co., - Toronto

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Manufacturers' Agent
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Open to take on two or three factories wanting representation territory east of Toronto, including Quebec and Lower Provinces.
Connection with Wholesale Hardware Trade.

CLARE, LITTLE & CO. WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

Birkmyre's Waterproof Horse Covers

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The Gourock Ropework Export Co., Limited
(of Scotland)
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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

J. M. KAINS & CO.

MANUFACTURERS' AGENT

83 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware Specialty. Highest References.

T. W. HEMPHILL & CO.,

Manufacturers' Agents

Building Supplies and Building Hardware

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We are open at any time to receive propositions from first-class manufacturers who wish to be represented in Canada. Write at once. Best of references.

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333 Gore Avenue, VANCOUVER, B.C.

Famous "RELIANCE" Hot Water BOILERS

and "IDEAL" Hot Air FURNACES

MODERN "ALASKA" STEEL RANGES

Cooking and Heating Stoves

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Estab. 1880 Bell Tel. East 419
MONTREAL SMELTING AND REFINING WORKS
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 Smelters and Refiners of all Metal Products
 Makers of:—Anti-friction Babbit, Linotype, Stereo-
 type, Electrottype, Monoline, Pig Lead, Zinc, Spel-
 ter, etc., also Gauge Glasses.

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JAMES PENDER & CO., Ltd.
 ST. JOHN, N.B.
 Manufacturers of
 Coated Wire Box Nails, "ACME" Galvan-
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 Calks—Blunt and Sharp
 Horse Nails, Etc.

Best in
Canada

PORTABLE OVENS.



BAKERS' OVENS
 Cat shows the "Hubbard" Patent.

There's good money supplying
 the local baking trade with our
 line of Baker's supplies.

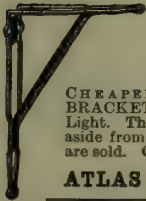
Write us for prices.
The Warren Mfg Co., Limited
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 Phone, Parkdale 3188.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
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Iron and Copper Rivets, Iron and Copper Burrs,
 Bifurcated and Tubular Rivets, Wire Nails,
 Copper and Steel Boat and Canoe Nails,
 Escutcheon Pins, Leather Shoe and Overshoe
 Buckles, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for.
 For this purpose there can be
 NOTHING BETTER, NOTHING
 CHEAPER than the BRADLEY STEEL
 BRACKET. It is well Japanned, Strong and
 Light. The saving on freight is a good profit
 aside from the lower price at which the goods
 are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

GOOD PROFITS FOR THE HARDWARE MERCHANT

who sells our wooden or metallic ash sifters. They retail
 at 15 and 20c each.

Write for prices. We also manufacture tacks, nail
 and hardware specialties.

The McBrien Mfg. Co., Limited

Dovercourt Toronto

Get this
FREE
Book

before you build. Tells why fire-
 proof metal material is cheaper
 from first to last—tells why one
 kind is the cheapest it's safe to
 buy. No matter what you mean
 to erect or repair, indoors or out,
 send for book. Ask nearest office

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 Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

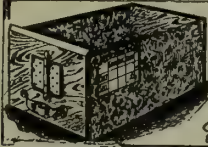
Oshawa Metal Ceilings

Fit for the finest building. Cost
 little enough. Reduce fire-risks.
 Two thousand designs for stores,
 halls, warerooms, churches, resi-
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 illustrated book showing exclusive Pedlar designs.

PEDLAR People of Oshawa
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SHELF BOXES.

Goods Well Displayed are Half Sold !



The most attractive, most dur-
 able and most serviceable shelf
 box on the market is the

BENNETT STEEL

HARDWARE SHELF BOX

Saves 20% Shelf Room
 over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
 83 Richmond St. W. Toronto

SOLDER

HOW ABOUT SOLDER ?

Our Phone No. is Main 1729

We will be pleased to quote you

THE CANADA METAL CO., LIMITED
 TORONTO, ONT.

STEEL TROUGHS.



MAPLE EVAPORATORS

at a price within the reach
 of anyone. They make
 first-class syrup with a
 small amount of fuel. A
 great seller. Write us.

Agents Wanted
The Steel Trough & Machine
 Co., Ltd., Tweed, Ont., Can.

STOVE REPAIRS.

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JONES BROS.

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Stove Brick Stove Castings
 Fire Clay and Water Fronts
 Asbestos Cement
 Brick for Fire Places

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS
 are correctly designed and the blades
 are bevel rolled from special Self-
 Hardening Steel. Straight and Offset
 shapes. 7 sizes each. Write for Catalog

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VENTILATORS.



Ventilators and Chimney Cowl

My patent rotary ventilator is
 backed by a guarantee. It is the
 best ventilator on the market. Write
 for particulars, handsome booklets
 of testimonials and information
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WIRE GOODS.

Buy your
WIRE GOODS
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CANADIAN SALES & MFG. CO

Factory 55 St. Paul Street
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CANADA WIRE GOODS MFG. CO.

MANUFACTURERS OF EVERY KIND OF

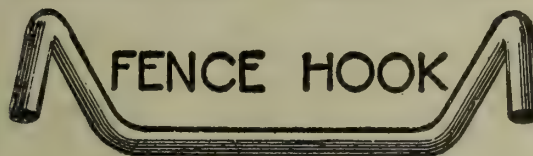
**Iron, Steel, Brass and
 Copper Wire Cloth**

**Crimped and Pressed Wire Work
 of all Kinds**

HAMILTON - - ONTARIO

GALVANIZED FENCE HOOK

For Fastening Wooden Picket of
 Wire Fences



**WIRE NAILS, OILED SPRING
 BARB and PLAIN FENCE WIRE,
 OILED and ANNEALED, CLOTHES
 LINE WIRE, STAPLES, etc.**

The Western Wire and Nail Co., Limited, - London, Ont.

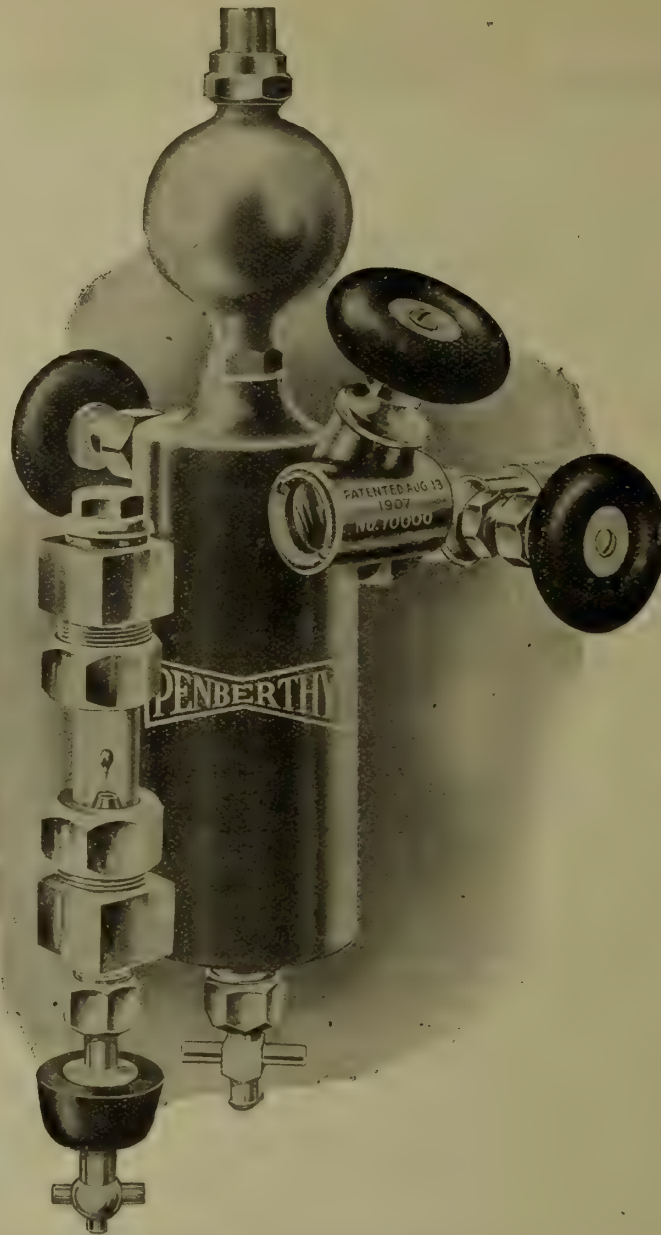
The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

**PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND
 ORNAMENTED GLASS.**

Works: Don Speedway, also Victoria St.,

TORONTO



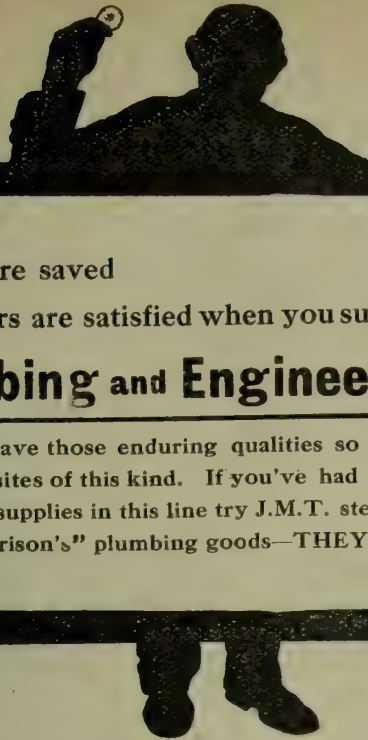
The New Penberthy Sight-Feed Lubricator

THE RIGHT KIND FOR YOU TO SELL

You don't have to talk yourself tired when you are selling Penberthy goods, do you? You have proven that fact many times. You have had customers come in and ask for the best injector made and if you were honest with yourself and with your customer you gave him a PENBERTHY.

Now here is an opportunity to add one more line of the "Penberthy make" to your stock. Make it a point to specify Penberthy when you order lubricators. Put down a memo. in your book to-day like this, "On next order for sight feed lubricators specify 'Penberthy.'" We want you to give us a trial order.

Penberthy Injector Co., Limited, WINDSOR, ONTARIO



Dollars are saved

Customers are satisfied when you supply them with

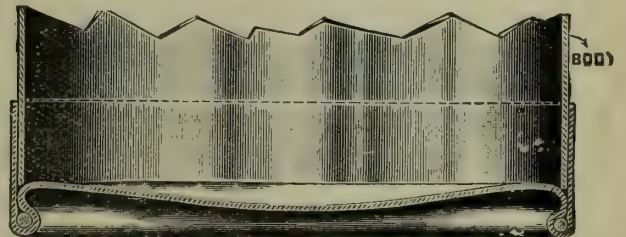
Plumbing and Engineers' Goods

that have those enduring qualities so necessary in requisites of this kind. If you've had trouble with your supplies in this line try J.M.T. steam goods or "Morrison's" plumbing goods—THEY LAST.



The **James Morrison Brass Mfg. Co. Limited** 93-97 Adelaide St. W.
Engineers' and Plumbers' Brass and Iron Goods **TORONTO**

NOW IS THE SEASON FOR Milk Can Trimmings



SECTIONAL VIEW OF MILK CAN BOTTOM



THE BEST AND ONLY SAMSON BOTTOM

† Buy your trimmings now and be prepared for the rush.

† We have everything in the trimming line, side handles, cover handles, centre hoops, top or bottom hoops, covers, and the one-piece "Samson" bottom.

ORDER NOW

McCLARY'S

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Montreal

Toronto
Winnipeg

Vancouver
Hamilton

St. John, N.B.
Calgary

DOMINION TRACKS ARE GROWING

The tracks of satisfied customers seeking dealers, are well defined. Dominion Ammunition makes satisfied customers quick, and continued profits for dealers.

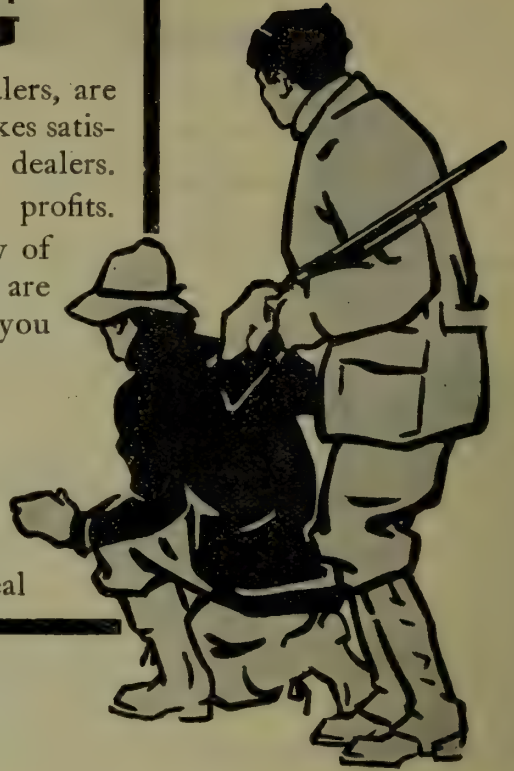
Are you one of the many making these profits.

The enormously increasing sales tell the story of popularity and merit. This shows what we are doing to co-operate with the retailer. Will you join the procession?

Dominion
IMPROVED & PROVED
Ammunition

A new box free for every misfire of present product


Dominion Cartridge Company Ltd., Montreal



Kemp's New Cold Blast 1909 Lantern

SUPPLIED IN **Bright Tin**

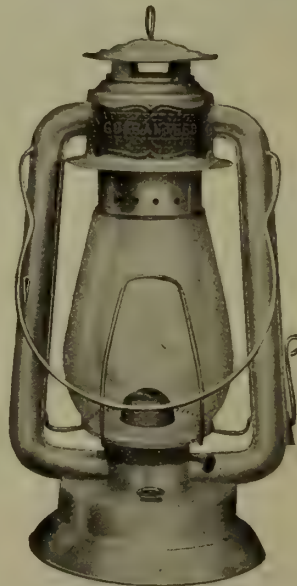
Japanned with Lacquered Founts
Japanned with Brass Founts, and
Japanned with Dash Board

All Lanterns are fitted with
new extinguishing device } 

Can be filled, lighted, regulated
and extinguished without removing
the globe.

Standard size for kerosene.

Fount holds sufficient oil to burn
nineteen hours.




See Hole in Side Tube

PRICES ON APPLICATION

FITTED WITH

No. 2 Burner
1-Inch Wick
No. 2 Globe

 **SIDE LIFT**

The simple lever or crank on the
side tube raises the globe to
light, and locks the globe down
to burner.

Packed in cases of one dozen.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG, Man.

THE KEMP MFG. CO. of Montreal
39 St. Antoine Street, MONTREAL, Que.

Hardware Convention at London to be Greatest Yet

Railroad Companies Grant Convention Rates and Single Fare Assured—Fine Badge Being Prepared—Suggestions Received From Members to be Taken up at Convention—New York Retailers Adopt a Uniform Stove Selling Contract.

RAILWAY RATES TO LONDON.

The Eastern Canadian Passenger Association has granted the usual convention rates to those attending the Retail Hardware Association convention at London, on Feb. 8-11 next, those attending to pay the regular rate to London and secure a convention certificate from the ticket agent. This certificate will be signed by the secretary at London and a fee of 25 cents charged. Then if 300 or more certificates are handed in a return ticket will be given free at the ticket office in exchange for the certificate. If less than 300 bring certificates one cent per mile will be charged for the return ticket. But as at least 350 retailers and between 100 and 150 travelers will visit London during the convention, there is no doubt about securing the single fare rate if all ask for the certificates when buying their ticket.

In order to encourage the attendance of hardwaremen from distant points in the province, the executive committee have decided to recommend to the convention that a single fare rate be guaranteed to all whose single fare to London amounts to over \$5. This means that in the bare possibility of their not being 300 certificates handed in the convention will be asked to authorize the payment of return tickets to these distant points at the one cent a mile rate out of the association funds.

The two score manufacturers who will exhibit desire a large attendance and, by having their travelers use convention certificates, they will be saving money themselves as well as making it certain that their customers can do likewise.

THREE MORE EXHIBITORS.

During the past week three more manufacturing firms have been allotted space for exhibits in the Hardware Exhibition at the Hamilton convention, as follows:

D. Moore Co., Hamilton.
Allan Hill Edge Tool Works, Galt.
Martin Senour Paint Co., Montreal.

Space on the floor of the Exhibition Hall has all been taken up and allotments are now being made in other parts of the building.

WILL BE HANDSOME BADGE.

The Lufkin Rule Co. of Canada, Windsor, are preparing a badge of handsome design fashioned after the style of the padlock badge used at the Hamilton convention. The name of the visiting member or guest will be printed on the

top part of the badge and a special souvenir tape will take the place of the lock.

SUGGESTION FROM GANANOQUE.

W. W. Bennett, of I. W. Bennett & Son, Gananoque, writes:

"It has occurred to me that it would be a good idea to take up for discussion at our London convention the central delivery scheme mentioned in Hardware and Metal last week. I understand that a similar system is also in use at Picton and perhaps some of the Picton hard-waremen will be present to tell us about it. This plan appears to me to be a money-saver.

"We have applied for a \$3,000 policy in the new hardware mutual fire insurance company and want the honor of having No. 1. Hope we may have it soon.

"The London convention seems to be coming on fine and we hope to be there."

ANOTHER SUGGESTION.

J. E. Westcott, Ailsa Craig, writes:

"Owing to the great variety of sizes and kinds of price lists that are issued to the retail marchants from jobbers and manufacturers, I think the Retail Hardware Association at the coming London convention should give notice of a resolution requesting manufacturers and jobbers to issue a uniform size of price lists. I would like to receive lists of extreme large or small size to present to the convention."

AFTER THE SUIT CASE.

J. R. Hambly, Barrie, is evidently after the suit case to be given to the member securing the largest number of new members. He forwards the application of George W. Ecclestone, of Bracebridge, who is planning to attend the London convention.

A STOVE SELLING CONTRACT.

At the meeting of the Ontario Retail Hardware and Stove Dealers' Association held at Montreal last August, a committee was appointed to make a report at the London convention, regarding the adoption of uniform sets of printed forms for selling stoves and other goods on time, as well as for keeping track of time and material used on tinsmithing and plumbing work.

Hardware merchants in Ontario were asked to forward samples of forms in use by them, but few were interested enough to respond. The chairman of the committee, is J. R. Myers, Stratford, to whom merchants are urged to

send copies of forms they consider worthy of being generally adopted. The plan proposed is that the forms adopted be printed in large quantities and supplied to members at cost by the secretary of the association, just as the Collection Department letters are now supplied, in lots of 100 letterheads and envelopes for \$1.

The New York State Retail Hardware Association has been giving the same matter consideration and the contract of conditional sale reproduced below has been prepared by the association's attorney, by direction of the Executive Committee of that organization, in accordance with recommendations made at the last annual meeting. This contract is submitted as meeting every legal requirement and affording ample protection to the merchant if he follows the instructions which have been drafted as a guide in the use of the instrument.

Contract of Conditional Sale.

This Contract, made in duplicate this.....
day of..... 190...., between.....
(seller), ofN. Y.,
party of the first part, and.....
(purchaser), ofN. Y.,
party of the second part,

Witnesseth :

The party of the first part has this day delivered to the party of the second part, the receipt whereof the party of the second part hereby acknowledges, the following personal property, to wit:

upon the terms and conditions hereinafter
agreed.

The party of the second part agrees to purchase the above property and to pay the party of the first part therefor the sum of dollars and cents (\$), in installments as follows

The sum ofdollars (\$))
on the delivery of said property, and the
sum of dollars (\$)) on the
..... day of each and every.....
(week or month)

from the date hereof until the whole sum
of dollars and
cents (\$) is fully paid.

It is expressly understood and agreed that the absolute legal title to all of said property is to remain in the party of the first part until the whole sum of..... dollars and cents (\$) is paid in full, and then, and not until such full payment, shall the party of the second part be vested with any title thereto.

It is further agreed that in the event of the failure of the party of the second part to pay any one of the installments when the same shall become due, or if said property shall be removed from.....N.Y., without the written consent of the party of the first part, all of said installments remaining unpaid shall immediately become

due and payable, and if not paid on demand, the party of the first part, or his agent, may enter upon the premises and into the houses and buildings where such property is situated and take possession of and and remove such property therefrom, with or without legal process, without becoming liable for any damages arising therefrom, and in such case may retain all the installments previously paid as and for compensation for the use of said property by said party of the second part.

No verbal contract or agreement contrary to any of the terms and conditions of the foregoing contract has been made.

IN WITNESS WHEREOF the parties hereto have hereunto set their hands and seals the day and year first above written.

Witnesses :

I hereby acknowledge receipt of duplicate of this contract on the day above written.

How to Use Contract Form.

On the back provision is made for entering the number of the contract, the amount involved, and particulars as to the identity of the parties, as well as the different payments received. The general instructions for the use of this conditional sale contract, which are issued in circular form by the association, are as follows:—

The uniform contract of conditional sale, prepared for the association, is not intended to be a better instrument than many which are now in use by members of the association, but one which is just as good, and which will give uniformity throughout the State to the contracts which are used for this purpose, particularly by the members of the Retail Hardware Association. It is intended and prepared for the ordinary personal property sales, and is not intended to cover cases involving real estate features. The reason for this is that the attachment of fixtures to real estate is so involved with so many other questions that it would be extremely difficult and well nigh impossible, and certainly absolutely impracticable to have a uniform contract in such cases. In all instances where any question arises as to whether the merchandise is to be attached to the real estate, local counsel should be consulted for specific instructions. Some of these are:

1. The sale of the property to a tenant.

2. A sale where it is debatable whether the property is to be attached to the real estate within the meaning of the lien law.

3. A sale where the property is to be included within the walls of a building, or in some way enter into its construction, like steam piping, etc., so that it cannot be removed, in case of non-payment of the purchase price, without material damage to the building.

In the latter case it would be much better to rely upon the Mechanics' Lien law.

The following will also be found useful:

1. Do not deliver goods until contract is signed and delivered to you.

2. The contract should be filed with the Town Clerk of the town, or if a city, in the office of the City Clerk, unless there is a County Clerk's office in said city or town, in which case it shall be filed in the County Clerk's office, and such filing should be done where the purchaser resides, if he resides within the State at the time of the execution of the contract, and if not, in the city or town where such property is at such time.

3. You should re-file these contracts every year. The re-filing should be done at the same office 30 days before the year is up. You should consult counsel and have him prepare the necessary papers to re-file.

4. If the purchaser does not pay for the goods sold and you desire to take the property back, you should consult your counsel immediately. You are required to keep the goods for 30 days, during which time the purchaser may pay up and get the property back. After the 30 days are up, you have 30 more days within which you must sell the property, giving the purchaser at least 15 days' notice. This notice should be prepared by your counsel and the sale should be public. Bear in mind that if you do not have a sale as above indicated, the purchaser may sue you and get back all of the money which he has paid on the contract.

5. This contract is not good as against purchasers, pledgees or mortgagees in good faith, who may buy, loan or take a mortgage on the property, if you do not file the contract. It is good as against them if properly filed.

6. The contract is good as against general creditors, including the trustees in bankruptcy, whether you file or not.

DEATH OF GEORGE VALLANCE.

Hamilton, December 29.—Death has removed another member of the old firm of Wood, Vallance & Co., of this city, Mr. George Vallance, the financial manager of the firm, and a brother of William Vallance, ex-president of the Canadian Wholesale Hardware Association, passing away this morning. He had not been well for a year past, and had visited Europe last summer for rest and recuperation. Since his return he has been unwell and for a month past has been confined to his home.

Being only 62 years of age, however, Mr. Vallance's death was unexpected and it is a severe shock to his large circle of friends in and outside the trade, and particularly to his brother, who two years ago lost his son, Frank, and a year ago his brother James, a contracting builder, who passed away at Vernon, B.C., while visiting his son, the proprietor of the Vernon Hardware Co. Still another blow was the death a year and a half ago of George D. Wood, head of the Winnipeg branch of the firm. The death of Mr. Wood made necessary an adjustment of his interests in the Winnipeg and Hamilton businesses, this and

other work confining George Vallance to his desk too closely, and being a man of energy he did not feel the need of holidays, until ill-health compelled them.

The late Mr. Vallance was well liked by all who came in contact with him and many customers of the firm have reason to remember him for kindly advice and encouragement in times of trial. As a business man he was broad-minded and as an employer he was beloved by the entire office staff, who will miss his cheery smile. He began as an office boy with the firm of Wood & Leggat in 1864, when but sixteen years of age,



THE LATE GEORGE VALLANCE,
Financial Manager of the Old Firm of
Wood, Vallance & Co., Hamilton.

the firm having been established in 1849. In 1889 Matthew Leggat retired and William and George Vallance joined Senator A. T. Wood as partners in the business. Now only William Vallance and William Wood, son of the Senator, are the only ones in the older generation actively associated with the business at Hamilton, Winnipeg or Nelson, while Mr. Leggat, manager of Wood, Vallance & Leggat, Vancouver, is a son of Matthew Leggat, one of the founders of the business. Hugh Vallance, father of the hardwaremen, was an official in the Customs Department at Hamilton for many years prior to his death.

At the time of the Fenian raid in 1867, George Vallance served at Ridgeway with the 13th regiment. He was also an enthusiastic curler and yachtsman, although not a member of any secret societies. He was an ardent Presbyterian. He was married in 1869 and leaves a widow but no children. Besides his brother, William, two sisters, Lady Taylor, wife of Sir Thomas Taylor, Hamilton, and Mrs. Hill, Bisbee, Arizona, survive him.

Suggestions Regarding What To Do In January

Take Stock Early and Use Method so that the Work can be Done Quickly and Well—Booking Ahead will Mean Less Danger of Being Held up in Shipments When Goods are Wanted—The Value of Knowing Exactly What New Stocks are Required When Travelers Call—Cultivate the Friendship of Other Hardware Merchants.

With the commencement of the new year the hardwareman should lose no time in taking his inventory. It has to be done, and the sooner the work is through the better it is for the merchant. He can then order his new goods with more assurance as he then knows exactly where he stands. The deck is cleared for action, hampering obstacles in the shape of dead stock are disposed of, and the course set for a vigorous onslaught on the coming trade. Stock-taking is not generally welcomed. It is very hard work; and is minus the excitement of making sales. In fact, in many cases the operation is put off as long as possible, and in some instances not done at all.

There is no doubt that the inventory would lose half its terrors, if the merchant would only use method in his manner of taking stock. If instead of going at the work in a slipshod manner, with no settled plan of procedure, he thought out a good system, and elaborated it at each succeeding stock-taking, this bogey of the hardwareman would soon be conquered. In fact some merchants have systematised so thoroughly that they go through the stock three to four times a year. These may not be regular inventories, but they are a kind of periodical cleanings, especially useful in bringing forward dead stock and helping in the sorting up. These clean-ups gives the merchant a better idea of how things are going, and make the handling of the great yearly inventory an easy matter, and one of days, whereas, probably before it was one of weeks—perhaps never finished properly. The stock would be kept in better proportion, and all the way round the plan would go a long way towards insuring the success of the store.

Take Stock Early.

Taking the stock as early as possible this year will enable the merchant to know better what he wants when the travelling representatives of the various houses call upon him, and thus give him the opportunity of getting his orders placed high upon the shipping sheets. This will probably mean a great deal this spring. Indications are that there will be a very strong demand in evidence. Stocks, generally, are light—shown by the way that goods have been wanted right up to the close of 1909. Buying for two years now has been of a hand-to-mouth description. This has made jobbers carry lighter stocks, and through this the manufacturers produce in lighter quantities. The aggregate volume of

business has been getting heavier and heavier, but still all the same this "buying-as-it-was-wanted" characteristic has made the whole gamut of the trade unprepared to meet easily any heavy consumption call. The new year will probably see a heavy demand, and the result will be shortages in many lines. The dealer who is early on the books will be that much ahead in the game. He will get a better chance than the belated one. Then again, there will in all probability, be a period of enhanced prices. The markets are firming up in all directions, and the advances in raw materials indicate that the manufacturer will be demanding more for the finished articles. This will be a period ripe for speculative buying, and the merchant who is, by his early stocktaking, prepared to buy with confidence and good judgment at the short will reap the benefit.

The Case of Paints.

We have only to evidence the case of prepared paints to make this point good. Prepared paints generally are either five or ten cents higher than they were, and this does not look to be the end of the advance judging from the state of the raw materials. It may be, but in any case the dealer who buys now discounts for some time any further rise. If he buys without taking stock he lays himself open to the mistake of increasing dead or unprofitable lines, while if he put off his buying he may have to pay higher prices than now obtain. There is but one moral. Get through the stocktaking at once. Take an example from the jobbers, who are now hard at work on the task.

The Want Book.

While writing on the question of ordering we are reminded of the value of the daily want book. Do merchants generally realise its benefits. It means a little trouble at first, but like everything else when made part of a system is very easily kept up, and is a wonderful aid to good and profitable ordering. A hardware authority once said that the daily want book, closely watched, was the best book asset that a merchant could possess, as it took care of the thousand and one little needs that go to make up the most profitable stock. The great point is that the book can be made up, and written, when the merchants and his clerks are calm and free from any tendency to overbuy through the jollying, may be, of a traveler, or in the desire to get through the ordering quickly. It enables the merchant to dis-

quantities, and he is thus ready for the traveler, and the risk of overloading minimised. And on the other hand how the time of the traveler is saved by this want book. How many trains are missed, and valuable connections lost, through waiting while a merchant goes over his stock and consults his clerks as to what he should buy. Start a daily want book. It is of great value.

Time for Reforms.

January is a good time to institute any reforms in systems that the merchant may have thought out during the previous months. Let no man think that the system in his store is perfect. If there are no absolute faults in his methods of doing things there are points that could be improved. And in this respect let no merchant be so puffed up with his own conceit as to pooh! pooh! any suggestion coming from the least experienced of his boys. No man has a monopoly in good ideas, and the mouse helped the lion. With the mid-winter dullness the merchant has the best chance of making reforms and carrying them out successfully, especially if they be of a revolutionary character.

Enlargement and decoration of the store interior can best be done after the stock-taking, that is say towards the end of the month. Painters and decorators are more easily obtainable than later on. There is less chance of being held up by the contractor calling off his men for another job, the cost is less heavy, while the store will look spick and span for the spring. Nothing irritates a customer more than to have to steer clear of painters' ladders, dodge splashes from rapidly moving brushes, and to wait while stock is taken from under protecting covers and so forth. Get the decorating over, therefore, as quickly as possible.

The Hand of Friendship.

And now in the new year let each merchant make up his mind to become friendly with his competitor. There is no reason why two men or a dozen in the same line of business should be at daggers drawn. There is room for all, and sound business reasons could be given, if it were needed, why every trade in itself should dwell together in harmony. The acquaintance of a rival merchant should be cultivated as carefully as the acquaintance of the man who is not in direct competition. Pull together, buy goods together, meet more often not only in a social but in a business way, and each merchant will find that the other man is a much nicer fellow than imagined to be the case. In this way not only can foolish competition be done away with, but the opportunity afforded for the mutual giving of the helping hand to the financial profit of both, and, to the lasting good of our great industry. Let each hardwareman signalise the new year by holding out the hand of friendship to any competitor with whom he may not be on friendly terms.

Cost Accounting in the Retail Hardware Trade

Result of an Enquiry Conducted by Implement and Hardware Dealers in the Middle Western States Shows Varying Results From 14 to 22 Per Cent.—Ontario Retail Hardware Associations to Conduct a Similar Enquiry in Order to Learn the Average Cost of Doing Business.

At a recent meeting of the National Federation of Retail Implement and Vericle Dealers' Associations, there was presented the report of a special committee. Part of its work was the investigating of unsatisfactory conditions, viz., the lack of systematic accounting and knowledge as to the "cost of doing business." Blanks were sent out to dealers, and of those returned a fair average for them is shown by the accompanying table, showing the location of the firm, the class of business done, the gross sales and the per cent. of expense on the gross sales:

Location Business.	Per Cent Gross Ex-Sales. pense.
Colorado—Hardware,	\$73,000 .17
Idaho—Hdw., Imp. & Veh..	50,00 .20
Illinois—Impl. & Veh.	40,000 .14
Illinois—Implements	60,00 .15
Indiana—Hdw. & Impl. . . .	27,585 .19
Iowa—Impl. & Veh.	52,000 .21
Kansas—Impl. & Veh.	117,000 .20
Michigan—Hdw., Imp. & Veh.	26,500 .19
Minnesota—Impl. & Hdw.	40,000 .17
No. Dakota—Implements..	37,500 .17
Oklahoma—Hdw. & Impl..	80,273 .19
Oregon—Implements	35,300 .17
Oklahoma—Hdw. & Impl.	84,000 .17
So. Dakota—Hdw. Impl. . . .	40,00 .15
Texas—Hdw. & Impl.	120,000 .14
Washington—Hdw. & Impl.	57,600 .17
Wisconsin—Hdw. & Impl. . .	35,00 .19

The following are some of the causes affecting this matter:

1. The great lack of systematic record keeping, to enable the business man of to-day to know exactly where he is "at" at all times, and to know whether he is gaining or losing before the annual inventory is taken.
2. No attempt, in many cases, to keep expense items separate from other expenditures, so that the increase or decrease of expenses can be watched.
3. General failure to include in the costs of doing business such important items as:
 - (a) Interest on capital employed (as it would earn if loaned out).
 - (b) Salary for proprietors, partners, or members of their families employed in the business (such as they would earn if working for others).
 - (c) Rent for buildings owned by the firm and used by them (such as they would bring if rented to others).
 - (d) Depreciation—Reduced value of carried-over stock, wear and tear on tools or equipment, building, etc.
4. The fixing of selling prices by an estimated per cent., supposed to cover

cost and profit, without proving such percentage by actual cost figures.

5. The error in figuring costs and profits, by per cent. on invoice instead of selling price. (If sales amounting to \$10,000 are made at an expense of \$2,000, the per cent. to add to invoice is 25, not 20.)

Suggestions on Cost Figures.

1. Charge interest on the net amount of your total investment at the beginning of your business year exclusive of real estate.

2. Charge rental on all real estate or buildings owned by you and used in your business at a rate equal to that which you would receive if renting or leasing it to others.

3. Charge, in addition to what you pay for hired help, an amonunt equal to what your services would be worth to others; also treat in like manner the services of any member of your family employed in the business not on your regular pay-roll.

4. Charge depreciation on all goods carried over on which you may have to make a less price because of change in style, damage or any other cause.

5. Charge depreciation on buildings, tools, fixtures, or anything else suffering from age or wear and tear.

6. Charge amounts donated or subscriptions paid.

7. Charge all fixed expense, such as taxes, insurance, water, lights, fuel, etc.

8. Charge all incidental expense, such as drayage, postage, office supplies, livery or expense of horses and wagons, telegrams and 'phones, advertising, canvassing, etc.

9. Charge losses of every character, including goods stolen or sent out and not charged—allowances made customers, bad debts, etc.

10. Charge collection expense.

11. Charge any other expense not enumerated above.

12. When you have ascertained what the sum of all the foregoing items amount to, prove it by your books, and you will have your total expense for the year; then divide this figure by the total of your sales, and it will show the per cent. which it has cost you to do business.

13. Take this per cent. and deduct it from the price of any article you have sold, then subtract from the remainder what it cost you (invoice price and freight) and the result will show your net profit or loss on the article.

14. Go over the selling price of the various articles you handle, and see where you stand as to profits; then get

busy in putting your selling figures on a profitable basis, and talk it over with your competitor as well.

Permanent Organization Advocated.

Feeling that this lack of cost knowledge is the prime factor in nearly all business troubles, the joint committee of the various associations recommended the forming of a permanent organization that will have for its principal object the systematic education of the retail trade along cost and accounting lines.

This plan also contemplates the establishing of an office in charge of a competent person versed in accounting and familiar with the Implement, Vehicle and Hardware businesses, which are closely allied in the Western States, this office not only distributing plans and forms adapted to the several classes and business conditions, but rendering personal assistance to those asking to be "started right."

For carrying out the project it is proposed to raise sufficient funds among those who would be directly or indirectly benefited to carry on the work for at least one or two years. At the expiration of this time a fee system could be established to make it self-supporting, as well as deriving revenue from the sale of books and blanks.

The report of the organization committee was referred to a special committee by the Federation, whose report, which was approved by that body, was in part as follows:—

Report of Special Committee.

We concede not only the wisdom but necessity of arriving at the correct cost of the goods the dealer handles in order that he may sell them at a figure that shall represent neither too great nor too small a margin of profit, and to this end believe such information would materially assist him, prevent cutting of prices, the demoralization of trade, and in many instances save him from failure.

Your committee finds that the dealers' associations now represent such a small proportion of the entire number of dealers in the respective States that we feel to carry on such a campaign as suggested, would be doing so at the expense of the minority for the benefit of the great majority, and with which majority as yet we have no direct connection or relation giving us influence therewith;

That in the carrying on of the work of the several State associations and this Federation in order that we may establish such relations as will bring other dealers within the range of our influence for consultation, advice and education we are spending thousands of dollars annually besides valuable time of our members without pay;

And while we feel that indirectly we may receive material benefit as a result of such work, we believe the manufacturers and jobbers realize that in the changed conditions created thereby they, the manufacturers and jobbers, are receiving fully as much and even greater

benefit and at practically no expense to them.

We find further that the salary of an expert accountant as suggested and the expenses incident to the carrying on of the work outlined would entail an expense for which the Federation has no funds, and that it would impractical to ask the members of the constituent associations to stand such, who have already at great expense produced those bettered conditions in which all dealers, including those whom we desire to educate, have shared alike without in the majority of cases having contributed anything.

For instance, it is claimed that in certain States the membership of the association does not at the present time represent to exceed 25 per cent. of the dealers in that State, and for us to assess that 25 per cent., the necessary expense, to educate the 75 per cent. it appears would not be just, and again the 75 per cent. are the ones in whom the jobbers and manufacturers are more deeply interested than are the members of the association in such State, and these jobbers and manufacturers have continuous and direct connection with this 75 per cent. through their business relations, while the members of the association in such State have not.

We believe, therefore, that the manufacturers and jobbers who are directly interested in the bettered condition which should come to this great majority through the operation of this proposed bureau should prosecute this work themselves with what assistance the retail associations can reasonably give.

In view of the conditions herein recited your committee cannot consistently recommend the adoption of the report of the joint committee. We do, however, believe we should recognize the efforts that are being put forth by the jobbers and the manufacturers to bring about better conditions among the dealers, and, therefore, that the constituent associations should supplement the work of the manufacturers and jobbers with whom we desire to fully co-operate, and who are ever assisting us along other lines as much as we possibly can.

At the Hamilton convention of the Ontario Retail Hardware Association, it was suggested by Fred C. Lariviere, Montreal, that forms be supplied members with the request that the forms be filled in and returned to the secretary unsigned by any firm name, so as to ensure privacy. The data could then be compiled by a committee, and a report made at the London convention.

With this object in view the accompanying form prepared by Mr. Lariviere, is reprinted, and retailers who are interested in securing further information on the subject of the cost of doing business are asked to fill in answers to the various inquiries and forward the form to the secretary of the Ontario Retail Hardware Association, 10 East Front Street, Toronto.

	Answer	Amount	% on cost prices of yearly sales	% on selling prices of yearly sales
What was your turnover last year?....				
What were your gross profits?.....				
Have goods returned been deducted from the amount of your turnover?				
If not, what is the amount?.....				
Are charges for boxing, packing, freight and cartage added to your cost price?				
If not what is the amount?.....				
What was the amount of your general and administrative expenses? (in a lump sum or detailed as below)				
For Advertising				
Insurance				
Store heating and cleaning				
Licenses, business taxes of all kinds, except real estate				
Donations				
Lighting				
Stationery, wrapping paper, twine..				
Postage stamps				
Telephone services				
Store rent (or if you own your pre- mises, 6 per cent, per annum on the value, plus taxes, insurance, wear and tear of building and or- dinary repairs)				
Salary of travelers				
Traveling expenses of travelers ...				
Salary of indoor salesmen				
Salary of general store help				
Salary of office help				
Your own (and partners) salary ..				
Sundry expenses, such as car fares, en- tertaining, trade papers, legal advice, legal costs, commercial agencies, tele- grams, etc.				
Expenses for horses and carriages etc., in a lump sum or detailed as below.				
Feed of horses				
Veterinary surgeon				
Horse shoeing				
Repairs to harness and vehicles ...				
Rent of stables or value of same				
Salary of drivers and stable men ..				
Depreciation of horses, vehicles, etc.				
What was the amount of the allowance you gave your customers outside of cash discount?				
What was amount of your bad debts?..				
What interest have you paid for ad- vances on notes, also to jobbers, etc., for overtime requested?				
What is your capital (including real es- tate) invested in your business?....				
real estate) invested in your business?				
What do you allow for wear and tear of store and office fixtures?				
What do you allow for breakages, de- terioration of stock, for goods omitted to be charged, or taken from your store without your knowledge?				
How many traveling salesmen have you?				
Total of their annual sales?				
Their gross profits, the amount of their salary and expenses?				
Can you detail the operations of each, as follows?				
Traveler No. 1				
Annual sales				
Gross Profits				
Salary				
Traveling expenses				

HARDWARE AND METAL

Established

1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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COST OF DOING BUSINESS.

An important point for consideration at the beginning of a new year is whether or not a business is producing a sufficient margin of profit, and before a merchant can arrive at correct conclusions in this respect he must know that he has correctly figured out what it costs him to run his establishment. Attention is, therefore, drawn to the article on "Cost Accounting" on another page of this issue and retail readers are urged to act upon the suggestion that they put down on paper the various items of expense and forward to the secretary of the Retail Hardware Association so that a study can be made of the figures submitted by a number of stores and an average of the costs figured out.

Few merchants figure costs in the same way. For instance one says: "My cost of doing business is only 10 per cent., but I own my own building and do not figure interest on the investment." Yet he may have \$5,000 tied up in a building, and if he had to rent this building or pay interest on borrowed capital he would figure it as expense. Why then, because it is his own building does he not pay something for it. He may try to justify himself by saying, "Well, I carry the item of rent in my head and figure my profits high enough to cover it," but most merchants carry too much in their heads. Their system of bookkeeping should be complete in every detail.

Then another will say: "I figure the cost of doing business at 12½ per cent. but myself and my partner do not pay ourselves salaries," and he argues that his worth to the business is what he can make it earn in net profits. His worth

is what he earns for that business by his ability and labor and he is entitled to a stated sum for his services as much as any employee of his store.

The hardware merchant who cannot pay rent and salary out of the proceeds of his business and still be able to figure a profit had better sell out at once.

THE BINDER TWINE MARKET.

Before binder twine came into general use as the result of the extensive introduction of harvesting machines, the price of manila ruled, on an average, not much over 7 cents per pound, as in 1878 and 1879, but by 1883 the consumption had increased to 16,000, and in 1885 it was 24,000. The natural result was an increase in the price of manila fibre from 9 to 11½ cents per pound. Although sisal was then well known it was not considered available for the manufacture of twine, even if mixed with manila. Its price, therefore, remained low, running between 4 and 7 cents. In this difference between the prices of the two materials lay the inducement for the development of manufacturing methods which should utilize the lower grade material. Before 1890 this had been accomplished so that merchantable pure sisal twine had been put on the market. Not only did sisal come into use because of its lower price, but it was actually feared that if manila alone were used for the manufacture of twine the rapid increase in its consumption would completely outrun the supply of manila. That there was good reason for this idea is evident in the fact that 68,000 tons of binder twine were used in America in 1895, while only a little over 100,000 tons of manila was produced in the Philippine Islands, where practically all of this fibre is raised. More than half of this amount was required for the world's manufacture of rope.

The shorter length and the coarser fibre of sisal have always placed it in a class below that of manila. The relative values of the two materials is best shown by the fact that a merchantable twine cannot be made from Mexican sisal to run over 500 feet to the pound, while it is possible to make pure manila into twine running 650 feet to the pound or even longer should it be desirable.

The market prices of the two fibres for the past quarter-century or more bear further evidence of the real difference in value between these two fibres. Although there have been some brief periods when there has been but slight difference between the prices, current manila hemp has usually been from ½-cent to 2½ cents higher than sisal. That the consumers of binder twine have discovered, through their own experience,

the superior excellence of manila, it appears to be evident in the fact that manufacturers began to color sisal twine so that it looked like manila. As a result the trade has come to demand "Standard," instead of "Sisal." Some manufacturers have however, held to the practice of representing standard twine to be nothing more than an excellent quality of twine running 500 feet to the pound and made from fibre of such excellence as to produce such a grade. Many purchasers have had experience with twine made of colored sisal that has been sold as manila, standard manila, etc. No doubt the sale of such twine has been increased because consumers believed the word manila stood for superior quality.

When the Spanish war interfered with production and shipment of manila from the Philippines the price rose to 15 cents a pound, and soon gradually declined to normal values. It is interesting to note that whenever this has occurred the lower grade fibres, like sisal and New Zealand, have been more generally utilized as substitutes, and that when in turn manila dropped to the normal, less and less of these substitutes were used as the price of manila more closely approached their price. Under the existing peaceful conditions in the Philippines the production of manila has greatly increased, so that 1,300,000 bales will probably represent the production of 1909.

In view of this large output of manila, and of the maintained price of sisal, which puts it on a practical level with manila, it will be interesting to see whether the experience of other years is repeated. That is to say, whether because of this equality the poorer material will be less used. The condition this year is unique, for the equality of values has been brought about through raising the price of the lower grade material—not through the dropping in the price of that which is of better quality. A very practical result, which is already apparent, is that the longer lengths, 550 feet to 650 feet, into the manufacture of which manila enters, can now be bought foot for foot at less price than the 500-foot lengths of standard and sisal. What the farmer will do will, without question, depend solely upon what he knows about this condition.

HIGHER PRICES IN 1910.

The tone of the hardware markets today undoubtedly presages higher prices in the near future. Raw material on every side has advanced or is billed for an advance, while with the restriction of production by manufacturers, owing to the hand-to-mouth buying characteristic of the trading for so long, there is no

surplus stock on the market to check advances. Then, again, supplies in dealers' and jobbers' hands are very light, and to add to this there are indications that the consumptive demand will be greater than ever during the coming months.

Consumers bought more freely during 1909, and the late fall saw quite an old time rush. This will culminate in heavy buying during the spring. Consumers have denied themselves long enough, and now that confidence has returned they will buy all they need. The increasing industrial activity, too, means greater consumption, especially in heavy hardware. The development of the demand in the States, and the higher cost of hardware there, must also be reflected in Canada.

In fact there is a bullish tone all the way round, and the probability is that the new year will open with some decided changes, or if not they will not long be delayed. It cannot be said that the markets were disturbed much during 1909 by price changes, although conditions warranted many advances. Merchants, therefore, cannot complain if the situation is different during the coming months.

Buyers would be well advised to order early, and to look confidently ahead as to their requirements, for not only are they face to face with stiffer markets but probably shortages in many lines if the demand assumes the proportions expected.

The metal market is very firm in tone at present, reflecting conditions in the primary markets. It is quite unsafe to prophesy too definitely on metals as the speculative element enters so strongly. But there seems little doubt that, judging from small stocks in consumers' hands, the growing demand for the finished article, and the wants of the railroads, that 1910 will witness a very heavy legitimate call on metals generally. So far as copper is concerned the record production of 1909 has entirely offset the excellent consumption, while there are heavy stocks held in speculative warehouses. Still there is no reason why the demand should not catch up to the production, especially if some restriction be introduced. Copper should be carefully watched, for when higher prices do come they will probably come quickly.

Tin just now has been undergoing a heavy bulling movement in London, although consumption, especially American, is on the quiet side. There will probably be a reaction, but all the same the legitimate tin demand should experience the same activity as other industries, and as stock users' hands general-

ly are light prices should advance. Spelter being under strong control is also probably billed for higher figures. In pig iron and steel there will certainly be another tremendous movement. All the markets, therefore, will want careful watching. If indications go for anything we are in for a period of much higher prices, alone to be offset by foolish speculation.

INCORPORATE YOUR BUSINESS.

The corporation plan is a good one for every concern to consider, particularly where there are two or more persons interested. Pay each officer a salary—if he earns it—and declare dividends on stock according to the usual plan. An increasing number of Canadian firms are transferring their business into joint stock companies and it is a movement in the right direction, tending to protect the interests of the proprietors to better advantage, to put the business on a more systematic and intelligent basis, and also providing a means of encouraging faithful service by rewarding clerks with an opportunity to become a partner in the business.

In this connection the experience of the United States Steel Corporation is worthy of note. Since 1903 the corporation have encouraged employees to subscribe for shares and the following shows the price paid by the employees of the corporation for their stock covering a series of years, number of shares taken, the cost to employees, the present approximate market value (92 for common and 125 for preferred) and the paper profit:

	Price paid.	Shares taken.	Cost.	Present Value.	Profit.
Preferred.					
1910	\$124	.....	.....	.....	.....
1909	110	\$18,000	\$1,980,000	\$2,290,500	\$310,500
1908	87	25,000	2,187,500	3,181,250	993,750
1907	102	27,032	2,757,264	3,439,822	682,558
1906	100	22,600	2,308,900	3,052,600	653,700
1905	87	17,973	1,572,638	2,287,064	714,426
1904	55	32,516	1,788,380	4,137,661	2,349,281
1903	82	48,983	4,041,098	6,233,086	2,191,988
Total	\$89	\$193,493	\$16,725,780	\$24,521,983	\$7,896,203
Com.					
1910	\$90	.....	.....	.....	.....
1909	50	\$15,318	\$765,900	\$1,429,256	\$663,356

This week Judge Gary, chairman of the Corporation, announced after a meeting of the finance committee that it was voted to permit the employees of the corporation under the profit sharing plan of 1910 to subscribe to common stock at 90 and to preferred stock at 124 to a total of 25,000 shares of both classes of stock. This is the highest subscription figure since the profit sharing plan was

inaugurated. The common stock is now quoted on the Stock Exchange at 91 $\frac{3}{8}$ and the preferred at 124 $\frac{7}{8}$. In this connection it is interesting to note that this is the second year in which the employees have been given an opportunity to subscribe to common stock.

Firms which have adopted the plan of profit sharing with employees find it a decided advantage in developing interest in the development of the business and in holding the most valuable employees from changing to other positions.

Hardware merchants having an established business will do well to give consideration to these points at the beginning of 1910. The world progresses and the business men who keep abreast of the times and adopt the most modern methods are the ones who win the greatest success. The old idea of partnerships has given place to the new plan of incorporated companies and, in the larger field to consolidations and mergers.

"Ring out the old—ring in the new" is a good thought to dwell upon at the beginning of the second decade in the twentieth century.

MEN WITH BACKBONE.

Proportionately, if a man's backbone weakens his "wishbone" develops.

The nine-dollar-per-week clerk wastes his time in wishing he had the luck of a Rockefeller, a Carnegie or a Morgan—wishing that he had this, that or the other job—continually wishing.

Which are you developing—your backbone or your wishbone? Do not complicate them. By constantly using your wishbone it will develop in undue

proportions. On the other hand, in properly strengthening your backbone you should have no cause to wish.

Brace up; stand erect; strengthen your backbone—also your jawbone. Learn to say "I will" instead of that monotonous "I wish." The world bestows prizes on men with a backbone, while to those with a wishbone, asking for fish, she gives a serpent.

—Karl Graft in "The Bookkeeper."

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Linseed Oil—Up 3c.

Toronto.

Linseed Oil—Advanced 3c.

Tin—Up ½c.

Lead—Imported, up 10c.

MONTREAL.

December 30.—Undoubtedly the outstanding feature of the metal markets has been the tremendous trade in pig iron and steel. Up to the opening of spring this market, while it showed great improvement, gave little indication of the enormous business that was to pour in. But concurrent with the great leap in buying in the States came a similar stimulation in Canadian orders, and furnaces and mills experienced a tremendous rush of business. So much in fact that towards the close of the year the plants were not anxious for new business. The output was mortgaged for many weeks ahead, and delivery got so much behindhand that there was a premium on shipment. A dearth of steel billets marked the trade during the latter part of the year, as Canadian plants were using all their steel, the result being that continental firms did good business. Towards the end of the year prices in pig iron naturally eased off somewhat, but at the height of the trade quotations for domestic grades were fully \$2.50 higher at foundry than at the commencement of the year. Unless specifications are got rid of quickly a worse congestion is likely in 1910.

The other metals in their prices have naturally reflected quotations in the primary markets. No matter how good domestic trade may be the trend of prices in London and New York must be followed. Tin opened the year at about 33c for jobbing lots, and weakened for the first few months, but picked up later, and with a tremendous bulling movement in London during December closed at the higher figure of 35½c. Domestic trade all the way through has been good, and there has been little speculative buying. Everything ordered has been wanted at once. This promises well for trade in 1910.

Copper on the whole has been disappointing, that is so far as the stability and improvement of the market are concerned. Opening at 15½c prices steadily declined up to the opening of spring until 14c was reached. A little improvement then took place but gains of one month were swallowed up by losses in another, and the year finished up with copper around 14½, just 1c loss on the year's trading. Notwithstanding this trade has been very good, and if the home markets were alone concerned

prices would be higher. But the primary markets have been strangled by the great production going on. This has been a record year in output and the good consumption has been entirely discounted. Copper is overshadowed by heavy stocks not only in the States but in Europe, stocks that are held for speculative purposes. Unloading may take place at any time, and the fact naturally weakens the markets. Towards the end of the year rumors as to a billion dollar copper merger with consequent restriction of the output strengthened figures, but with the dying away of the reports, copper weakened again. Domestic trade has been good, and no doubt with better confidence in the markets, users would have bought more heavily. The future of copper is uncertain. It will take enormous consumption to catch up with production, without taking into consideration the metal held for speculative purposes.

Spelter has been under strong control for the greater part of the year. Starting at \$3.50 it weakened until the spring when both London and St. Louis commenced to improve under firm manipulation. Helped by a strong consuming demand, owing to the developing uses of galvanizing figures went away ahead in the primary markets. Local quotations naturally reflected this, and jobbing prices of spelter at the end of the year were \$6.25. Trade in Canada has been excellent. The large galvanizing interests bought largely, while smaller consumers steadily purchased as they wanted the metal. No doubt buying has been stimulated by the advancing markets, and the position of spelter is a good illustration of what can be done to a market by strong control.

Lead, like copper, has been disappointing. Starting at \$3.70 for imported the closing price is exactly the same. Domestic lead has picked up and towards the close of the year instead of being 10c less than imported was quoted at the same figure. Domestic trade has been good, and jobbers are satisfied with orders. But the English market has been weak, and fluctuating. The foreign demand has been on the quiet side while supplies have been very abundant.

SHEETS AND PLATES—There has been a good trade in sheets and plates. The open market in England did not affect prices locally as jobbers were well stocked and declined to follow the market. In December the dumping clause for Canada on galvanized and black sheets was again put into force, but was later held in abeyance for the time being on complaint being made at Ottawa. Its enforcement will undoubtedly mean the strengthening of prices, but will hurt consumers who have specified for early spring delivery.

All the way around the trade is in a good solid position. Very little stock is held, and those who thought that they had well anticipated requirements at the close of navigation are not now so certain on the point. There is no doubt that spring will come with little spare metal in hand, and if the primary markets show stability great trade should be done.

TORONTO.

December 31.—The anticipations of awakened business in metals held out a year ago did not materialize until June. The early part of the year saw trading of a hand-to-mouth character being done, even by the large industries. The hope of better times was deferred from week to week. Especially was this true of iron and steel. But with the coming of summer and the announcement of higher prices by the U.S. Steel Corporation all the metals began to show signs of strength. The recovery in Canada was more rapid than across the border at first; though since the fall season the proportionate increase was greater in the U.S.

As the summer advanced new industries opened, and those which had closed their doors during the previous year began again to call for metals. The larger concerns, too, brought into play machinery that for months stood idle, and "capacity" and "enlargement" was the talk of the day. All this meant the buying of larger supplies of raw material: first of which stood pig iron. Prices advanced, and as they went higher demand increased, until the stage was reached where the Canadian plants could not supply immediate needs. Then English and Scotch iron came in to help out requirements, and there seemed room for all that was imported. No. 2 Canadian foundry iron which was quoted at \$18.75 a ton in Toronto at the beginning of 1909, is to-day selling in the same city at \$22; Summerlee now \$23.50 was \$21 a year ago; and Cleveland and Clarence have increased in price \$1.50 a ton each. On the whole there is an increase in the price of pig iron during the year of about \$2 a ton; and this as well applies to all manufactured iron and steel lines.

Structural steel and steel rails have been at record production figures. The railways have been large buyers of both rails and rolling stock, and the building trades have taken so much structural material that for the past two months some of the large concerns have refused to tender on new work.

The merger of the coal and steel interests in the east caused some stir, though the enlargement of the Sydney, Soo, Hamilton and Welland plants was more to the point. The new Western Steel Corporation which will locate in British Columbia and the projected shipyards at Vancouver, Halifax, St. John and Levis are the new works promised for 1910.

Following closely on the heels of iron

and steel were the other metals. Of these tin must be reckoned as holding a high place. Starting off the year with a quotation of \$33, tin has gradually strengthened, with few fluctuations, until to-day it stands at \$36.50, an increase of \$3.50 for the year. Particularly during the past two months has tin shown great strength, and it may be that still higher prices will rule before the spring of 1910. Only this week tin advanced 50 cents.

Plates and sheets had a big year. The supplies coming in at the opening of navigation in May last were unable to meet the demands, and long before the fall importations arrived stocks were depleted and "hurry-up" orders for replenishment of supplies were placed. The prices fixed at the beginning of January last held throughout the year without change until two weeks ago, when a decline was noted, although the situation looked more fit for an advance. This decline was due to the tariff tinkering at Ottawa, whereby the dumping clause was invoked on galvanized sheets by interested parties and then withdrawn, thus unsettling the market. The increasing use of sheets and plates was a notable event of the year. The northern part of Ontario took immense quantities, where they were used for the roofing and siding of houses.

LEAD—This metal was probably the most unsatisfactory of all metals the past year. Month by month until summer declines and dullness were the order of the day. With the advent of autumn and winter, however, things changed, and a gradually better tone has prevailed. During December especially lead has come to the front, with an advance of 20c, 10c of which was added this week. Compared with 1st week in January last, imported lead shows an advance of 5c, the present quotation being \$3.80. Domestic lead will almost surely advance next week. The production of U.S. lead last year totalled 1,052,500 pounds, which is about the highest figure ever recorded. Lead uses are decreasing yearly, although, of course, the consumption of the metal itself keeps going ahead.

In copper very little can or need be said, although the red metal held the centre of the stage to a greater extent than did any other metal excepting iron. Consumption has been increasing at a great rate, and compared with a year ago its use is simply enormous. At the same time production has been at a higher rate than for any recent year. Since spring invariably every Friday the primary markets have shown an advance, but the following Tuesday just as invariably has shown a decline. The year as a whole shows a decline, the present prices of 14c and 14½c being lower than 15c of a year ago. Canadian copper producers have had a good year.

In spelter trading has been steady and good. In fact spelter has been in a better position all along than has any other metal, and the prices of last January

and to-day show \$5.25 against \$6, a betterment of 75 cents.

Old materials showed strength after the lead set by the newer metals, which they followed closely. Iron and steel were helped greatly by the reduction of the U.S. tariff and old copper did well

early in the year when stocks were being bought in small quantities.

Certainly the metal market as a whole has had a good year; the prices are firmer, and in some cases higher, than a year ago; and the prospects for 1910 are that still higher prices will prevail.

HARDWARE MARKETS

MONTREAL.

December 30.—A curious point in connection with the hardware markets during the year has been the freedom from many decided price changes. With the exception of a few minor lines a hardening tendency has been noticed all the way through, and yet no very drastic general advances have occurred. Probably this will happen during the coming months. Considering that a gradual building up of the consumptive demand has been in progress this absence of radical changes has been of great advantage. The market has strengthened quietly and steadily, making conditions all the better for 1910. Extreme fluctuations would have interfered with the stability of the progress. As it is everything is in the best of shape for a bumper year.

Trading has been characterized by a continuance of the cautious attitude of the dealer as shown during 1908. There has been little booking ahead, dealers waiting until they were more able to judge of the different season's requirements. They were able to maintain this attitude, owing to the fact that jobbers were in a position to ship promptly as orders came in steadily, but not in heavy bulk. Some orders, however, have been so assorted that the shippers have had to do considerable scratching to get them completed in time, while in some cases this has been found to be impossible. But although merchants have not been buying ahead they have bought very steadily, and in developing bulk, showing that the consumptive demand was getting better every day. One special feature has been the fact that the usual midseasons dullness has not shown up to the extent usually noticeable in former years. Even Christmas week was marked by a strong sorting up trade. This not only shows how light stocks are, but that the consumption is developing steadily all the time.

Probably the most consistent seller has been builders' hardware. Merchants are paying more attention to this department, and encouraging a better class of goods. Building has been active all the year through. Opening rather late there has been no cessation, and the mildness of the winter up to now, has conduced to an activity that is not often noticed at this time of the year. During October there was an advance of 10 per cent. in Canadian lock sets, etc., following upon strong advances in the States. Delivery in some lines were hard to obtain all through the spring and summer. Miners' supplies sold splendidly in the early part of the year, but the demand fell off as the mining districts settled down to sober work and wild prospecting died away. Prices held firmly without any important change.

Wire lines have been active and showed more fluctuation than any other article. A cut in one week in May was followed by an advance the next week, while during the closing weeks of the year a cut took place in barb wire and plain twist despite the high figures in the States. There has, however, been an advance on the year, and the figures now obtaining are more on a scale to meet Canadian conditions and command the best business.

Nails have had a very good season, and an advance took place during October in both wire and cut. Indications are that a shortage may appear in wire mills in 1910, especially if the demand shows an improvement on the heavy orders of the fall, which is only to be expected. Bolts and nuts have been very firm right through, but no marked change has been made. Trade has been good, and with the merger in Ontario, the market may advance. Manilla rope experienced a cut, but on the other hand cotton rope and other cotton products experienced an advance owing to the higher cost of raw material.

Enamelware and tinware sold well with very little change in price. House cleaning utensils also commanded a good regular sale. In November there was a cut in green wire cloth which stimulated booking a little. Generally, however, very little ordering ahead has been done up to the close of the year.

Looking at all lines, harvest tools, gardening tools, refrigerators, sporting goods, lanterns sleigh bells, and the thousand and one things that make up hardware stocks, the market has shown but little change. The buying has been steady, and prices firm. Shovels, owing to competition were cut in August, and trade seemed to be stimulated a little. The absence of snow this winter has not helped the sale of snow shovels, but considering all things trade has not been so bad. Lumbermen's supplies have been going out well, the lumbering operation being on a more extended scale than last year.

Altogether jobbers are satisfied with the trade done. There has been steady business all the way through. They know that stocks in dealer's hands are light, and that the consumptive needs of the country will bring in great trade in 1910. A shortage may occur in some of the lines. It must be remembered that light buying by merchants, means light buying by jobbers and light manufacturing by producers. When a demand suddenly comes under these conditions a shortage is bound to happen. If dealers hold off in their requirements as they did in the early months of 1909, hold-ups may occur. If, however, they have more confidence in the future, which they should have by now, and book well ahead, these shortages may be averted.

TORONTO.

December 31.—A survey of the year 1909 shows a much more satisfactory prospect than did the review published in *Hardware and Metal* a year ago. The past year there was no slump to take the heart out of business, and the good features of 1908 were more emphatically brought to the front.

The year was not one of many price changes, and where they did take place they were generally advances. Canadian locks advanced 10 per cent. last fall, as did also door sets, escutcheons, etc., and wire and cut nails. Cotton rope went up, and it is likely that binder twine during 1910 will sell at a much higher figure, due to the great shortage of sisal. Brooms advanced greatly, due to the scarcity of broom corn, which this year sold as high as \$280 for what ordinarily went at \$90. Tin and iron pipe advanced, as did nearly all heavy goods. In fact, manufactures of iron and steel went up from \$2 to \$4 a ton above the previous year's prices. Other advances were on stove bolts, harvest tools and wire. The declines were few. There was a slight cut in wire cloth after the booking for next year had been placed, but the jobbers will protect their customers on this. Canadian shovels, too, declined slightly; and sad irons and wringers among household goods.

The sales features brought prominently to the front a scarcity of skates. Hardwaremen did not book so extensively last year as formerly, nor did the jobbers stock up so many. The consequence was that before the holiday season was well on a number of wantable styles and sizes were non-existent. Wire, too, was another big seller. Because of advantageous freight rates, one shipment of 10,000 tons of wire went into Western Canada for distribution from a U.S. concern. Canadian wire men held their own in the east and had all they could do to supply the demand. Preserving jars sold enormously, and at one time it looked as though the demand could not be taken care of. Stoves and furnaces had a magnificent selling season, nearly all the manufacturers and hardwaremen being cleaned right out.

A number of hardware lines were during the year changed from a set price to a list with discount basis. Among these were door knobs, pliers and nippers. Some articles like adzes, chisels, draw knives, drills and hammers, changed from a discount basis to a straight cash price. Nails were listed according to inches instead of the old method of "2d," etc. Ammunition of all kinds has been brought to more uniformity and a straight list with varying discounts for the various grades now takes the place of the old bothersome method.

The year 1909 saw a new high mark set for builders' hardware, and 1910 is promised to eclipse even that mark. The demand called for higher grades of hardware than formerly, and manufac-

turers, both Canadian and American, were unable in some cases to fill orders for two months. They were caught napping.

The letter order feature was more marked than in previous years, and, so far as Toronto houses are concerned, this feature is a set department of all jobbing houses. As in 1908 conservatism in buying ruled during the past year. It has its advantages, too, and while fear to some extent precluded heavy individual buying there are some large retail hardware establishments which have adopted the policy of purchasing smaller bills of goods and coming into the market more frequently.

Winter and late goods went well, and all through the holiday season buying went on. This was somewhat surprising, as travelers were in the city and the Christmas spirit it was thought would hold in check for a few days the placing of orders. Not so, however.

In household goods splendid sales of enamelware, tinware and kitchen goods were made the whole year through. The new vacuum cleaners made their bow, and the novelty stage worn off saw some fair movements indeed.

The increasing number of hardwaremen handling sporting goods was strikingly shown not only in the scarcity of skates, but in the immense shipments of toboggans, snowshoes and hockey sticks. Earlier in the year baseball, lacrosse, football and lawn bowling outfits sold well. In the larger centres presentation departments were run by hardwaremen in which brassware, cut glass and silverware were handled; but it was felt that only in certain cities could this be done. With cutlery things were different, and it was found that an increasingly large number of hardwaremen were devoting much attention to this line; and the sales during the year have been good, too. Toys are another line that are increasing in popularity, and especially for the holiday trade.

While not committing themselves to any set figure as to improvements during 1909, the Toronto hardwaremen and jobbers one and all aver that it was a decidedly better year than 1908. They look hopefully into the future and feel that 1910 will even show up better when its story has to be told.

U.S. IRON TRADE.

Cleveland, O. December 30.—The Iron Trade Review says: The iron and steel industry is closing the year under very favorable circumstances. In practically all finished lines, the mills are operating at high tide gaits and their books are so filled with undelivered tonnage that it is assured present activities will be sustained for several months to come. The prospects for new and greater buying before the industry in the new year are pronounced to be very gratifying.

A FORECAST OF 1910.

Bradstreets' Report of January 1, in a review of the business during 1909, and a look ahead into 1910, will say:

Reasons for confidence in an excellent, if not record, trade in 1910 are many. The agricultural interest is prosperous as never before in the country's history, and the first of the great crops of the year—wheat—enters the winter in excellent condition on a next-to-record area. High prices for all farm produce would seem to guarantee enormous plantings of all crops this year. Spring orders already received by jobbers and wholesalers, and business booked by manufacturers practically insure the full or overtime now being run until next year's crop and trade outlook takes more definite form. While it might be erroneous to expect the record building expenditures of 1909 to be exceeded in 1910, an active year's business is looked for. It is generally conceded that the railroads will be free spenders for improvements in the coming year. Finally, if reports as to holiday and retail buying are correct, public purchasing power, despite high prices ruling, seems to be fairly normal. All these things indicate activity in a high degree. Modifying or qualifying these features somewhat is the question of the effect increased price levels of commodities, and therefore of all costs of business, and industrial operation, will have upon general business. These have already lessened profits and bid fair to be productive of much friction in industrial lines. If the activity confidently looked for eventuates active money markets and firm rates would seem probable. Indeed, the calm in speculation after earlier activity resulting in new high record price levels is taken by some to indicate that the securities markets have already discounted much of the future. Conservatism and tact in dealing with the labor situation and with the politico-economic questions which are pressing for solution would seem necessary if what now looks like a very excellent trade outlook is to be fully realized in 1910.

The Strinson Computing Scale Co., Detroit, has been granted an Ontario license and has appointed Fred M. Allworth, Windsor, as its attorney.

Charles F. Smallpiece, Montreal, has resigned his position as director of Lewis Bros., Montreal, to accept the position of Montreal manager for the Taylor-Forbes Co., Guelph, succeeding the late Mr. McLaren. Mr. Smallpiece is widely known on account of his long experience with the hardware trade as salesman for Rice, Lewis & Son, Toronto, and director of Lewis Bros., Montreal.

HARDWARE TRADE GOSSIP

Ontario.

Brandram-Henderson, Limited, Montreal, are to establish a branch at Toronto.

R. Tait, Arnprior, has accepted a Government position, and will retire from the hardware business.

The hardware business at Burk's Falls, of H. Brathwaite, is now being carried on by R. H. Flavelle, under the firm name of Brathwaite & Flavelle.

Russel C. Chown, Belleville, is one of the hardwaremen who have made the plunge into the municipal election field this year, he being a candidate for alderman in that city.

F. P. Latch, Hespeler, has been succeeded by R. Gordon, of Guelph. Owing to an error this change was credited to Galt rather than Hespeler, in last week's Hardware and Metal.

Robert Martin, demonstrating traveler for the Imperial Varnish & Color Co., died on Christmas night, at his home, in Toronto, aged 62 years. Deceased was one of the best known members of the Commercial Travelers' Association of Canada.

J. H. Worsell, and son, John, who have been doing homestead duties, near Gull Lake, Sask., have returned to Goderich for the winter months, but will go back to the prairie in the spring. Mr. Worsell has been greatly benefited in health, and speaks highly of the country. Commenting on the many who are flocking from across the line, he says that almost every one are former Canadians, who were attracted to the U.S. twenty years or so ago, and are now coming back to resume citizenship as loyal Canadians.

G. A. Binns, Newmarket, J. R. Hambly, Barrie, and A. W. Humphries, Parkhill, were callers at the Toronto office of Hardware and Metal New Year's week. All report a record holiday trade, although the mild weather in November kept the farmers at work and delayed holiday shopping. The brisker weather in December, and the good prices of produce helped Christmas business, however, and the totals for December will excel any previous year. The fact that little grain has been sold by farmers also indicates that prospects are bright for a good trade in January and February.

A daily newspaper report this week stated that Wood, Vallance, & Co., Hamilton, were taking over the George D. Wood business at Winnipeg, for a consideration of one million dollars. A representative of the firm, however, states that the report probably arose from the legal adjustments arising out of the settlement of the late Mr. Wood's estate. The Hamilton and Winnipeg businesses have always been controlled by one partnership, while the Nelson and Vancouver houses are incorporated as separated companies under the laws of British Columbia.

Quebec.

H. J. Stafford, representing Lewis Bros., below Quebec, is in Montreal.

J. A. Demers, Quebec City, representative of Lewis Bros., Montreal, is visiting headquarters.

F. V. Samwell, formerly representing A. Chown & Co., Kingston, has joined forces with Caverhill, Learmont & Co., Montreal, and will represent them north of Toronto, in the place of J. H. Brent.

Judge Archibald has dismissed the action entered by the Harbor Commissioners, of Montreal, against the Record Foundry & Machine Co., and the Pillow & Hersey Co., to break an old lease, so as to recover certain lands between Mill Street and the canal, Montreal, now held by the companies concerned.

Fire broke out last week in the cupola of a furnace of the Canadian Iron & Foundry Co., Montreal, doing damage to the extent of some \$40,000. The fire was noticed by the night watchman of the Canada Paint Co. next door, and the employees of the paint company, who are well organized as a fire brigade, turn-out and had two streams playing on the blaze before the city brigade arrived.

rived, and did much to prevent the fire spreading.

Western Canada.

C. T. Laird, lately of Indian Head, has opened a hardware store at Regina.

The Whiting Hardware Co., Winnipeg, have started erection of a store on Osborne Street, to cost \$8,500.

Drake & Horn, hardware merchants at Victoria, have changed the style, and title of the firm to the Drake Hardware Co.

W. Cosman, formerly with W. Cosman & Son, Vancouver, who have retired from business, has established a new store at 809 Homer Street, Vancouver.

C. Gibson, who has for some time transacted an extensive hardware and wood business at Elgin, Man., has disposed of his business and removed to Brandon.

W. A. Sturdy has left the staff of the Lawrence Hardware Co., Revelstoke, B. C., and will shortly enter the employ of Bourne Bros., in charge of their hardware department.

A wedding was celebrated recently at the residence of Mrs. Wm. Reynolds, New Scotland, the contracting parties being her daughter, Maud Lillian, and James Gemmill, hardware merchant, of Tagaska, Sask.

Trade News from the Atlantic to the Pacific

ST. JOHN.

December 29.—Merchants, generally, report that Christmas trade this year was ahead of 1908, by a good margin. Stocks of fancy goods sold readily and people seemed to be better off financially than in the previous year. Though few of the hardware dealers had anything specially new in the line of window displays, the windows were all neatly and attractively trimmed with cutlery, silverware, brass and nicked goods, sporting accessories and useful articles suggestive of Christmas gifts.

Charles McDonald, manager of the St. John Iron Works; Stanley E. Elkin, of the Maritime Nail Works, and James Pender, of James Pender & Co., wire nail manufacturers, were in Ottawa last week, to meet the railway commission. They protested against an increase in the C.P.R. freight rates on iron, steel and wire nail, shipped from St. John to points in Central Quebec. It was claimed that the increase was unwarranted. The commission after hearing the delegation announced their decision to have the old rate restored. The delegation naturally feel much pleased over the result of their mission, as the increase would have a very detrimental effect on their trade in Quebec.

A number of presentations marked the Christmas season with the hardware trade. John Keffe, local manager of the James Robertson Co., was presented

by the employees with a set of ebony brushes. The employees in turn were suitably remembered.

Geo. H. Waring, manager of the Union Foundry & Machine Co., was presented with a meerschaum pipe and a pouch of tobacco.

John E. Wilson, head of the firm of J. E. Wilson Co., was presented with an electric parlor lamp, by the sheet metal workers, and Walter Thompson, foreman of the foundry, was the recipient of a solid leather travelling bag, the gift of the iron moulders. Mr. Wilson presented a turkey and a pair of gloves to each of the employees.

The employees of W. H. Thorne & Co.'s wholesale and retail hardware departments, received turkeys from the firm.

Joseph Beville, foreman for McLean, Holt & Co.'s foundry, received gifts from the manager, J. W. McAvity, and from the employees.

The Simonds Canada Saw Co., gave the employees each \$5, and T. T. Simms & Co., brush and broom manufacturers gave the employees turkeys.

W.E.H.

HALIFAX.

December 27.—The retail hardware stores closed the Christmas week with very satisfactory returns. Considering the absence of snow and the poor condition of the roads which prevented many of the people from the country

districts reaching the city, the volume of business was very good.

There was a very heavy demand for skates, mostly hockey. Several dealers report that their sales were larger than last season. The call was principally for nickel plated skates, there being little demand for the cheaper grades. There was also a good demand for pen-knives, scissors in cases, and general lines of cutlery.

Taken as a whole, business during the year just closing has been very satisfactory. The various plants throughout the province have been running on full time, and the only disturbing factor was the strikes in the coal mining districts. Many of the industrial plants show considerable expansion and the volume of business has increased considerably.

The prospects for the coming year are very bright. The gold mining industry gives evidence of revival in several districts, and the coal mining industry in Cape Breton is expanding. The collieries that have been opened recently promise to be very productive, and will give employment to a large amount of labor.

The lumber business will also be prosecuted vigorously during the coming season and the cut will probably be very large.

J. H.

KINGSTON.

December 28.—Partridge & Son, of the Crescent Wire Works, are to establish a plating department, doing all kinds of silver, nickel and gold plating. The new plant is being installed, and will be in operation within a couple of weeks.

It is reported that company of American capitalists have taken over the Wilbur mines, and that next spring, they will be running in good shape. It is expected that there will be a large shipment of iron ore in vessels running out of Kingston. The ore will be shipped over the Kingston & Pembroke Railway to this city.

Gordon Latham, who has conducted a plumbing business at Gananoque, for several years, is selling out to Walter Martin, at present with Bennett & Son. He intends to locate in British Columbia, in the spring. E.G.B.

BRANTFORD.

December 28. — Brantford merchants in general, and hardware merchants in particular, have had record Christmas season. Particular satisfaction has been expressed with the amount of business done with outside people, and taken all through, this year's record eclipses all previous marks. From a trade standpoint there has been only one drawback, and that was the lateness of the cold weather in arriving, but since the season opened, there has not been a merchant heard to complain. The last Saturday before the holiday set a high mark, but in many cases this was headed by the sales on Thursday and Fri-

Store Cleaning Time

The Christmas rush is over and hardware merchants will find the next month the most opportune time to make those changes in his store which he has probably been contemplating for some time.

It will pay you to get your store in good shape before the Spring rush commences.

If you want a new show case or counter and wish to dispose of your old one, first write out a brief description of it, insert in **HARDWARE AND METAL**, and you will no doubt find some dealer between Halifax and Vancouver who is looking for a chance to buy at a reasonable figure the very articles you wish to sell.

Do you want to buy a new desk? A "want ad" will find some dealer who is re-arranging his store and is anxious to dispose of such a desk at a bargain price. Have you a set of tinner's tools for sale?

Do you wish to sell some old shelf boxes in order that you may replace them with new ones?

Have you a screw cabinet, a wire cloth rack, a rolling step-ladder and all those fixtures which make your store look neat and enable you to give your customers quick service?

There are a hundred little services our "want ad" department can perform for you.

Rates (payable in advance):

2c. per word for 1st insertion.

1c. per word for subsequent insertion.

5c. additional each insertion when box number is required.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

Write or phone our nearest office.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

AGENCIES WANTED

AUSTRALIA AND NEW ZEALAND—Messrs. Birt & Co., Ltd., 7 Macquarie Place, Sydney, New South Wales, and at Brisbane, Queensland; Bluff, New Zealand, are open to represent Canadian manufacturers and exporters. Excellent facilities for receiving, clearing and selling all kinds of raw and manufactured Canadian exports. Prompt statements and remittances. Reference—J. S. Larke, Esq., Canadian Trade Commissioner, Sydney; Bank of New South Wales, Ltd., Sydney. (2)

GOOD line of hardware wanted on commission for city and country. To commence January 1st. Apply Box 925, **HARDWARE AND METAL**, Toronto. (49)

AGENTS WANTED.

*This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if **HARDWARE AND METAL** is given the opportunity to solve it*

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (11)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware and tin-smithing business in Southern Manitoba. Stock \$7,000, turnover \$20,000. Business established 18 years. Buildings can be leased if desired. Owner retiring from business. Box 931, **HARDWARE AND METAL**, Toronto. (3)

FOR SALE—Stove, tin-smith and plumbing business in good Western Ontario village. Water works just going in. Price \$2,500. Apply Box 924, **HARDWARE AND METAL**, Toronto. (1149)

FOR SALE—**HARDWARE, STOVE** and tin-smith business; good village, County Middlesex; stock \$3,000; snap. Box 888, **HARDWARE AND METAL**, Toronto. (11)

FOR SALE—Hardware, furniture and implement business in thriving district in Saskatchewan. No direct opposition. Turnover during the last eight months \$18,000 at good profit. Stock and fixtures \$5,500. Property \$4,500, on easy terms. Good reasons for selling. Box 932, **HARDWARE AND METAL**, Toronto. (5)

OLDEST established business in Saskatoon. Possession January 1st, 1910; turn over \$30,000; stock about \$7,000; lease \$110 a month goes with stock, which will be sold at rate on the dollar. S. A. Clark, Limited, 1st Ave., Saskatoon, Sask. (11)

BUSINESS WANTED

WANTED—A good, established hardware business in live town or city west of Toronto. S. G. Read & Son, Brantford, Ont. (2)

MISCELLANEOUS

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the **KAHN SYSTEM** of Fireproof Construction. Used in many of the largest business premises in this Continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Road, Walkerville, Ont. (11)

ERRORS AVOIDED—LABOR SAVED. Using the Superior Auto Graphic Register. Three copies issued at one writing. 1st. invoice; 2nd, delivery ticket; 3rd, charge sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. East, Montreal.

FOR fireproof windows, doors, skylights, fire door hardware, adjustable fire door hangers, cornices, metal ceilings, corrugated iron, ventilating work, slate, felt and gravel roofing write us. We do business all over Canada and know how to successfully handle work at a distance. A. B. Ormsby, Limited. Factories—Toronto and Winnipeg.

MISCELLANEOUS

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, **HARDWARE AND METAL**, Toronto. (11)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Limited, 129 Bay Street, Toronto.

COUNTER Check Books—especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (11)

DOUBLE your floor space. An Oil-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Oil-Fensom Elevator Co., Traders Bank Building, Toronto. (11)

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. Typewritten letters Three thousand per hour on the Multigraph. The Multigraph does absolutely every form of Printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto.

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. Fresh air introduced under window sash is gradually diffused throughout room. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (11)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Oliviers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (11)

KAY'S FURNITURE CATALOGUE No. 36 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. John Kay Co., Ltd., 36 King St. West, Toronto. Write for a copy to-day. It's free. (11)

KEEP ACCOUNTS WITHOUT BOOK-KEEPING—A century ago accounting meant keeping books. To-day you can keep accounts cheaper, better, quicker and more accurately by throwing away all books and installing a McCaskey Account Register. Don't be skeptical—Investigation costs nothing. Write us to-day. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto. (11)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the truckage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (11)

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

USE the best carbon paper. Our "Klear Kopy" Carbon gives clear, unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (11)

WHEN buying bookcases insist on having the best on the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Limited. General offices, Woodstock, Ont. (11)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (11)

MISCELLANEOUS

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

BEFORE buying office furniture, filing systems and supplies, see our catalog. Our modern goods at moderate prices will result in money-saving and satisfaction. Write to-day, stating your requirements. Benson Johnston Co., Limited, 8 John St. N., Hamilton. (11)

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and protect the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

GET the 1910 Canadian Almanac. Information on Customs Tariff; Bank Stocks; Foreign Exchange; Post Offices; Insurance; Assurance; Patents; Weights; Measures; Newspapers; Magazines; Succession Duties. Paper cover 50 cents; Cloth 75 cents. At all dealers or postpaid on receipt of price. Copp, Clark Co., Ltd., Department C., 68 Front St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us to-day. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont. (11)

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street.

THE METAL REQUIRED in a modern concrete building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (11)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (11)

YOU need the best possible protection from fire. If your valuables are in one of our safes, you can rest at ease—no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ont. (11)

\$75 buys the best duplicating machine on the market. ACME prints anything a job printer can. Complete outfit: Acme Machine, stand with type cases, drawer for accessories, 20 lb. typewriter type, chase, Acme ribbon to match typewriter, pair tweezers, quoin, key, set of galleys. Guaranteed. Acme Duplicator Co., Baltimore, Md., U.S.A. (11)

SITUATIONS VACANT

WANTED—January 1st, 1910, two experienced hardware travelers for Ottawa Valley. In applying state experience and what section of country traveled. Reference required. Apply by letter or in person to Thomas Birkett & Son Co., Ltd., Ottawa, Canada.

WANTED—Clerk with four or five years' experience, able to speak French and English fluently. One with window dressing experience preferred. Apply Hockins & Siddons Hardware Co., P.O. Box 1057, Moose Jaw, Sask., with references and salary expected. (1)

SITUATION WANTED

TECHNICALLY TRAINED, experienced and practical factory manager or assistant, open shortly for engagement. Strong on production and organizing department. Age 35. Write Box 933, **HARDWARE AND METAL**, Toronto. (11)

day, for despite the early closing and early shopping campaign conducted, the crowds on Christmas Eve were as large as ever.

Building permits in Welland for the past year amounted to \$703,600, including: Schools, \$22,000; public buildings, \$71,000; government works, \$60,000 municipal works, \$60,000; business places, \$35,000; railways, \$19,000; industrial, \$242,000; resident \$202,800.

Welland Main Street merchants are agitating for early closing, having all stores closed at six o'clock each evening except Wednesday, Saturday, and the days before a public holiday. A meeting will be held shortly to discuss the matter.

M. E. Cutcliffe, of Turnbull & Cutcliffe, has been nominated for school trustee, which position he held last year. A. W.

CHATHAM.

December 28.—The recently established plumbing firm of Mitchell Bros., has moved from the premises at 179 King Street West, to a more commodious store, a few doors distant at the corner of King and Fourth Street. Considerable improvements are being made to the new premises.

C. R. Bowers, plumber, has opened an office and shop on Lacroix Slip, immediately adjoining the Fifth Street bridge. The premises are the same as those first occupied some years ago by the firm of Carmell & Bowers, of which Mr. Bowers was a member.

Mayor Westman, of the firm of Westman Bros., who is just concluding his term of office, will not be a candidate for re-election. He has been, however, nominated for the post of water commissioner. During the past year as Mayor, he has been an ex-officio member of the water board, and has taken a prominent part in inaugurating a radical departure with regard to metering the services of manufacturers and others, and his candidature for the board is in effect an appeal for endorsement at the hands of the electors. Incidentally, he had considerable to do with securing the new Modern Range Company for Chatham. At the concluding meeting of the city council on Monday evening the members passed a resolution warmly eulogizing the retiring mayor for his services as presiding officer of the council.

At the last meeting of the water commissioners the by-law relating to plumbers' licenses was amended in several particulars. Henceforth the water board will no longer issue plumbers' licenses. A number of "penalties" (never in practice enforced) for faulty work were eliminated also. Next year's council will appoint a plumbing inspector, and will at the same time attend to the issuing of the licenses.

The hardware store of P. Cunningham & Co., was entered Monday night by burglars, who secured a couple of revolvers and some other small articles.

A previous attempt was made to enter the store some nights ago.

WINNIPEG.

December 28.—The office of the J. H. Ashdown Hardware Co., was the scene of a very pleasant Christmas eve gathering, when Manager A. E. Dykes in a characteristic speech, expressed appreciation of the treatment accorded by the president, Mr. Ashdown, to the employees of both wholesale and retail during the past year, and on their behalf presented him with a very fine mahogany office chair, accompanied by a gold handled parasol for Mrs. Ashdown.

Mr. Ashdown was completely surprised, but he had the consolation of returning what was perhaps more of a surprise. After a few remarks on the general prosperity of the business and a passing reference to the size to which "the family had grown," as evidenced by the number gathered around him, which on account of the retail employees not being present, only represented about one-half the total number, announced that each employee, from the office boy up, without regard to age or service, would receive as an expression of kindly good will, a cheque based on the amount of salary received. This announcement was greeted with hearty applause. Later in the evening, when the retail store had finally closed its doors on the largest Christmas trade yet experienced. Mr. Ashdown made a similar announcement to the employees of that department. The amount distributed exceeded three thousand dollars, and while entirely unexpected was none the less appreciated by every member of the big hardware establishment.

L.C.H.

VICTORIA.

December 23.—All predictions as to the volume of the holiday trade have been amply verified. Business this year is the best yet. From all branches of the retail trade, reports of good steady business come in. The weather for Christmas shopping has been the very finest. Bright, clear days, have taken the people out, and the shop windows did the rest.

There has been a marked improvement in the dressing of the show windows of the hardware dealers this year. Some very good displays having been put in. One of the best is that of the Shore Hardware Co. Their large window being divided into two sections, one part being devoted to cutlery and plated ware, the other to mechanics' and carpenters tools. The cutlery division is very well dressed and makes an attractive selling window.

The Drake Hardware Co. have put in an attractive display of cutlery and holiday hardware, their window being decorated with evergreen and colored leaves, though they have not made the most of the large window at their disposal.

E. G. Prior & Co. have a very pretty window. This window was dressed by Mr. Petch, and makes a bright showy display.

Fox's cutlery store, have what is probably the brightest and best lit window in the city. The make up, owing to the shape and size of the window is much the same as last year, but it was a great seller of goods.

A well dressed and brightly lighted window is the best advertisement, any firm can have, but let there be light and plenty of it.

The ratepayers of the city are to be asked to vote on a by-law to raise \$174,000 for the building of three new schools, at different parts of the city. A by-law is also to be submitted to authorize the raising of \$1,500,000 to bring in water to the city from Sooke Lake, a distance of about 20 miles.

A company has been formed with the object in view of building the new theatre for Victoria. The city is to donate a site near the Empress Hotel, and the building is to cost not less than \$100,000. Work to commence within three months of the signing of the agreement with the city.

VANCOUVER.

December 24.—To meet demands of the various parts of its extensive system, the B. C. Electric Railway will need over 100 freight cars and more than that number of passenger cars. Half a million dollars has been appropriated for this particular, and orders will be placed with manufacturers in the east. Not only that, but the shops at New Westminster of the company will be operated to capacity, and every effort made to attend to business offering.

R. H. Seabrooke, who has been traveling to the coast for the past few years for Harrison & Co., Montreal, dealers in engineering supplies, has opened at 717 Robson Street, the first depot west of Winnipeg devoted exclusively to this line.

Vancouver capitalists, headed by Mayor Douglas, have organized a \$250,000 company, known as the Canadian Renard Road Transportation Company, to acquire the rights of a well known French invention, which has been adopted by the military departments of foreign countries. The device is a trackless railway capable of hauling freight and passenger cars over ordinary country roads. A great field for its use is said to exist in the remoter districts of the prairie provinces and in British Columbia. It is proposed to start a service next year on the Cariboo road between Ashcroft and Soda Creek, over which thousands of freight are annually hauled. There is also talk of a passenger service in the suburbs of Vancouver.

Frank McCarter and Art. Manston, representing the Vanstone Plumbing and Heating Company, of this city, are installing the furnace and steam heating of the new Coldwater Hotel, at Merritt, in the Nicola Valley. Chris. Elkins, of the same company, is putting in the plumbing. They expect to be finished this week. R. B. B.

**STEPHENS
SHINGLE
STAINS**

Those Who Think
**Before They
Paint**

USE

Made principally with Creosote, the most effective preservative of wood known. This is one of our products that is generally specified by the leading Architects and demanded by the best painters. How is your stock, Mr. Dealer? Drop us a line and have our traveller call on you for an order. We ship all orders the same day they arrive.

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G. F. STEPHENS & CO., LTD.
Winnipeg and Calgary.

**STEPHENS
SHINGLE
STAINS**

CORRUGATED IRON

We make it—either painted or galvanized—in 3, 4, 6, 8, 10 foot lengths. In 27½ inch or 33 inch widths.

Metal Siding and Shingles

Galvanized or painted, all weights.

SEND US YOUR ORDERS

WINNIPEG CEILING & ROOFING CO.

Sheet Metal Manufacturers

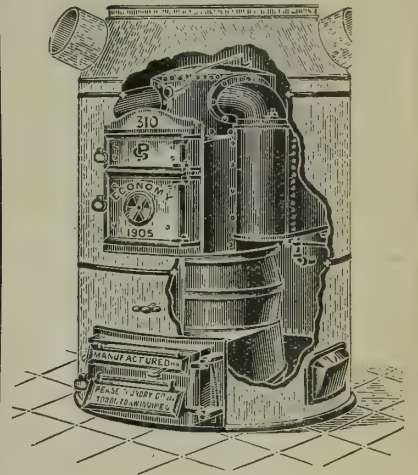
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Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

PEASE ECONOMY WARM AIR FURNACES



Are manufactured to sell to the trade for installation in buildings where

Heat Distribution, Fuel Economy and Long Life

are the chief considerations. Let us assist you on your next prospect.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Our best wish to our Customers and Friends is

A Merry Christmas and may the Year 1910 be productive of many fat Heating Contracts.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook —
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Dec. 30, 1909.

Travelers are all in the city at present preparing samples for their next onslaught on the trade. As a result, few orders are coming in. It is surprising, however, what orders the mails are continually bringing for specialties, and immediate shipments. The merchants everywhere are in such good condition that the spring ordering has already begun, and the trade promises to open up briskly, after the New Year.

There is a noted shortage in some sporting goods lines. Manufacturers have been unable to meet demands for skates and sleds, as well as many children's presentation lines. The Canada Cycle & Motor Company have a new skate on the market, a distinctly western skate with a narrow blade, but they have been quite unable to place as many orders as were required. As a result of scarcities and the general heavy output and the anticipation of a splendid spring trade, the markets have become interesting. Iron pipe we quote at an advanced price, which is always expected after the close of navigation. Although wire (barbed and plain twisted) has been reduced slightly in Montreal, the western market remains unchanged, with a tendency of an advance. The western market on wire fluctuates with the U. S. market of Duluth and Chicago, and these markets are strong.

The trade is particularly good in winter goods, as ice tools, weather strip, horseshoes, sleigh bells and hockey lines. Household goods are in demand, such as wringers and enamelware. The various collection departments report finances in good condition and merchants have been able to meet payments better than in former years.

Winnipeg Quotations.

Wire—Barbed wire, 100 lbs., \$3.15; plain twist, \$3.40; staples, \$2.90; annealed wire, \$2.85 base; oiled, 10c extra; bright iron, \$3.15 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Poultry Netting—57½ per cent.

Horseshoes—"M R M" and "Bell" iron. No. 0 to 1, \$4.50; No. 2 and larger, \$4.25; snowshoes, No. 0 to No. 1, \$4.75; No. 2 and larger, \$4.50; steel. No. 0 to 1, \$4.85; No. 2 and larger, \$4.60; feather-weight, \$6.

Horse Nails—"MRM" cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$3.30; 7, \$3.05; 8 \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb boxes.

Wire Nails—\$2.80 Winnipeg and \$2.35 Fort William.

Cut Nails—\$3 per keg base; pressed spikes, \$3.30 base, usual extras.

Screws—Flat head, iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Bolts—Carriage ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Rivets and Burrs—Iron rivets 55 per cent. Copper, No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½; 10, 33c per lb.

Harvest Tools—50 and 5 p.c.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Blocks—Steel, 45; wood, 60 per cent.

Hiages—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Stove Pipes — 6-inch, \$8.69; 7-inch, \$9.31.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; piced 30 japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal, 60; Victoria, 45; White, 70 and 5; Diamond 50; Granite, 60 per cent.

Iron Washers.—Full box, 45 p.c.; smaller lots, 40 p.c.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Logging Chains—5-16, \$5.50; ¾, \$5; 7-16, \$4.70.

Steel Square.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—20c per lb.

Lanterns.—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Rope.—Sisal, 9½; pure manila, 11½; British manila, 10c; lath yarn, 9½c.

Corrugated iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Bar Iron.—Bar iron, \$2.45, Swedish iron, \$4.75; sleigh shoe steel, \$2.50; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Pig Lead.—\$5. Lead pipe, \$6.

Sheet Zinc.—Casks, \$7.50; broken lots, \$8.

Copper.—Planished copper, 33½c per lb.; tinned, 24c.

Iron Pipe—Black pipe, ¼ in., \$2.45; ⅜ in., \$2.85; ½ in., \$3.50; ¾ in., \$4.25; 1 in., \$6.10; 1¼ in., \$8.30; 1½ in., \$10; 2 in., \$13.30; 2½ in., \$21.75; 3 in., \$28.60; 4 in., \$40.75; 5 in., \$50; 6 in., \$65. Galvanized: ¼ in., \$3.50; ⅜ in., \$3.85; ½ in., \$4.25; ¾ in., \$5.50; 1 in., \$7.90; 1¼ in., \$10; 1½ in., \$13.20; 2 in., \$17.60; 2½ in., \$29.

Fittings.—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Galvanized Iron—Appolo, 16 gauge, \$3.65; 18, \$3.70; 20, 3.75; 22 and 24, \$3.85; 26, \$4.05; 28, \$4.45; 30-gauge or 10½-oz., \$4.65; Queen's Head, 20, \$3.85, 24, \$4.05; 26, \$4.45; 28, \$4.65.

Tin Plates—I.C. charcoal, 20 x 28 full box, \$9; ½ box, \$4.75; IX. full box, \$11, ¼ box, \$5.75; IXX., full box, \$13.50; ½ box, \$7.

Terne Plates—I.C. plates, \$8.50.

Canada Plates.—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40, full polish, 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline, 24c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; National Light, 25c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c; Acme Lamp, 30c; White Lily, 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils.—White Lead, pure, \$6 to \$6.50, according to brand, bladder putty, in bbls., \$2.50; in kegs, \$2.55; turpentine, bbl. lots, 90c per gal.; linseed oil, raw 83c; boiled, 3c per gal. advance on this price.

Ammunition.—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof, do., \$8; honker, in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amherite, in 25 lb. tins (50 lbs. bulk), per tin, \$26.50.

Weather Strip—Wood and felt, No. 61, \$1.25 per 100 feet; No. 62, \$1.75; No. 64, \$2.25. Blue felt, 40 cts. per pound.

TRADE NOTES.

The B.C. Hardware Co., New Westminster, has bought a new property on Chatham Street.

George A. Clare, M.P., head of Clare Bros., stove manufacturers, Preston, Ont., has through his local agents, Clare & Brockhast, secured the site for a warehouse at Winnipeg. The contract is to be let in the next few days, and while the number of stories has not yet been decided upon, Mr. Clare declared that there would be few bigger buildings in Winnipeg. The location is central, but as the transaction has not yet been closed, he was unwilling to indicate its exact position yesterday. Some time ago Mr. Clare purchased a property at Winnipeg for a factory and directly it is possible to transport the raw material, coke and iron cheaper than at present, he will commence operations.

"Hyde Park"

(Registered)



SKATES

are unquestionably the best machine-made skate on the market. Manufactured only from the finest grade of steel procurable and carefully welded and tempered. Heavy nickel-plated, and every pair guaranteed against defective material or workmanship. We can supply in all sizes for men and women, and with flat or rounded blades.

Retail Price **\$3.00** Per Pair

Write for Wholesale Prices.

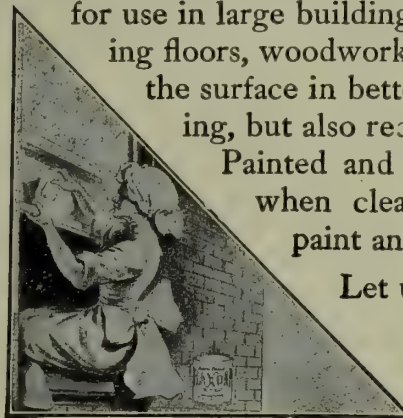
The Hingston-Smith Arms Co.,
Limited
Wholesale Sporting Goods
Winnipeg

It is well known that good Linseed Oil Soap is one of the most efficient and economical cleaning materials available for all surfaces, finished or unfinished.



SHERWIN-WILLIAMS FLAXOAP

is an absolutely pure Linseed Oil Soap. It is especially adapted for use on railway coaches, street cars, automobiles and other highly polished surfaces, as it removes grease and stains which other materials will have no effect upon. It is most economical for use in large buildings and public institutions, for cleaning floors, woodwork and furniture, as it not only keeps the surface in better condition with less frequent cleaning, but also requires less material to do the work. Painted and varnished surfaces will last longer when cleaned with Flaxoap as it keeps the paint and varnish film in good condition.

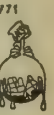


Let us send you details.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT, 597 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT. WINNIPEG, MAN. AND VANCOUVER, B. C.



"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



WE wish you
all Prosperity
for the coming
year. ∴ ∴ ∴ ∴

Our 1910 Calendars will be mailed the first week in Jan. If you do not receive one by the 15th drop us a card.

The Winnipeg Paint and Glass Co.

LIMITED

EDMONTON

WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

A movement is on foot to establish a milk condenser at Chilliwack, B.C.

Six new machines have been added to the Colonial Weaving Co.'s plant at Peterborough, to look after the increased business.

A by-law granting the loan of \$15,000 to secure a flour mill of 125 barrel capacity has been carried at Lloydminster, Sask.

A large brewing company in the United States is negotiating for the purchase of land on which to build a plant at St. Boniface.

A new saw mill will shortly be established on the site of the Estey mill, St. John. R. W. McLellan, of the McLellan-Smith Lumber Co., of Oromocto, is said to be interested.

Port Arthur has been asked to grant tax exemptions to the Port Arthur Steel and Wagon Co., and the question will be submitted to the ratepayers at the elections next week.

The Boundary Mining & Exploration Co., Greenwood, B.C., has sold a tract of land to the owners of the Ingraham creek timber limits. It is the intention of the purchasers to erect a mill immediately on this site, and it is planned to have the mill in operation by the coming summer.

The rapidly increasing business in western Canada of Barnett & McQueen, Fort William, has impelled that firm to build a large machine shop and warehouse, construction on which will be commenced early next spring. Work on a temporary frame structure will be started at once.

The Goderich Elevator and Transit Co., propose to build an annex of concrete and steel whereby the capacity of its elevator at Goderich will be increased by at least a half a million of bushels, and a by-law to grant exemption of taxes for a period of ten years to the company will be voted on next Monday.

A company of Pembroke citizens has been formed to manufacture butter separators, which are said to make butter in five minutes. The shareholders of the new company are J. W. Smith, W. L. Hunter, R. W. Gordon, E. A. Dunlop, James Hunter, J. Walter Wigglesworth and Mrs. Arthur Wigglesworth. The company, under the name of the Joshua Brown Co., Ltd., has applied for a charter.

Municipal Undertakings.

Bridgeburg, Ont., has bought a site for its sewerage disposal works.

On January 3 a by-law will be voted on at Rainy River to issue \$11,000 sewerage debentures.

North Vancouver's proposed complete sewage system will cost approximately \$800,000.

On January 3, a by-law will be voted on at Wingham, Ont., to issue \$6,000 water debentures.

The Excelsior Construction and Paving Co., Toronto, at \$15,072, received the contract to construct Dunnville's sewerage system.

Thamesville ratepayers will be asked to vote on a by-law in January for the purpose of installing a waterworks system to cost approximately \$10,000.

Tenders addressed to W. McQueen, city clerk, Vancouver, will be received until January 14 for the supply of waterworks pipe for the ensuing year.

Mr. Clarke, manager of the Fort George Lumber & Navigation Co. intends to instal a small system of water works at South Fort George, B. C., next spring.

The Ottawa Board of Control awarded the contract for the construction of a 12-inch tile sewer in St. Patrick street to Thomas & Petrie, of Ottawa, for \$3,970.

Water Superintendent Maddison, informed the Vancouver water committee that it would cost at least \$8,000 to repair the damage done to the civic water system by the recent floods.

Plans of the land required for the filtration beds on the lake front for the New Toronto sewage disposal scheme have been registered at the County Registry Office. A by-law will probably be submitted at an early date authorizing the commencement of the work.

Public Buildings.

A site has been bought near Guelph for the new Ontario reformatory.

The erection of a public library is being considered by the citizens of Fernie, B.C.

The new church to be erected at Montreal, by the Christian Jewish denomination, will cost \$20,000.

The Montreal city hall committee have decided to ask the council for \$12,500 to be spent in making additions and improvements to the town hall at Delorimiere.

General Buildings.

The Bank of Hamilton intend to build a branch at Vancouver.

The Dominion Bank purpose building shortly a large block at Edmonton.

Wm. Sexton, Hamilton, has taken out a permit for a brick house to cost \$3,500.

The Claringdon Hotel, Gull Lake, Sask., is to have a new wing built shortly.

Kenneth McLeod will erect a business block opposite the new Edmonton post office.

Winnipeg building permits include: A. Galbraith, dwelling, \$2,000; F. Cohen, store and dwelling, \$7,500.

The Canada Permanent Mortgage Corporation, will erect a large block at Ed-

monton. Excavation will be started in the spring.

Plans for a good-sized hotel at Fort George, B.C., have been prepared. Mr. Clarke, manager of the Fort George Lumber & Navigation Co., is interested.

The David Spencer, Ltd. (departmental store) have purchased the Victoria Times building and the site on which it stands. The company will add it to their block, making extensions and alterations.

J. P. MacLaren is erecting at Ottawa a residence for W. G. Matthews, of the Geo. Matthews Co., at a cost of about \$20,000; and is also erecting a fine brick residence for Samuel Gamble, of the Murphy-Gamble Co., at a cost of about \$16,000.

A three storey hotel, costing in the neighborhood of \$80,000, with accommodation comprising some fifty bedrooms, is to be erected on Salt Spring Island, B.C. The projector of the new enterprise is a Vancouver syndicate headed by F. W. Law.

The property at Ottawa occupied by the Crown Hotel with other land and buildings adjacent has just been sold to Allan Keefer and J. P. Shaver. The intention is to put up a modern, seven-storey fire-proof hotel on the property, containing from 200 to 300 rooms. The deal, including the price of the hotel, will cost, all told, \$1,000,000.

Plans have been adopted for the erection of a handsome four storey brick hotel on the site of the present Brunswick Hotel at Brandon. The proprietor, H. Johnson, has signified his acceptance of Architect Elliott's drawings and tenders will be called for early in the New Year. The new building will contain eighty rooms, many equipped with private baths, etc. It is expected the hotel will be in operation next summer.

Recent Montreal building permits include: A. Viens, four houses, \$10,000; A. Rivest, four houses, \$9,000; and six houses, \$15,000; the Church Home, one dwelling, \$12,000; J. E. Birks, house, \$7,500; A. Tremblay, two houses, \$4,500; F. A. Guay, house, \$2,500; D. McNeice, house, \$3,000; H. A. Brodeur, repairs to dwelling, \$3,500; A. Ineson, house, Rosemount, \$2,000; O. Thibault, house, \$2,000; A. Auger, house, Rosemount, \$2,000.

Recent Toronto permits include: J. T. & H. H. Hutson, pair of semi-detached 2-storey dwellings, \$15,000; A. H. Garrett, six attached 3-storey stores and dwellings, \$14,000; D. Montana, 4 attached 3-storey stores and dwellings, \$16,000; J. K. Fiskien, 4-storey factory, \$11,000; Ralph King, 2-storey-and-attic dwelling, \$10,000; K. & S. McWhinney, 10 pair semi-detached 2-storey dwellings, \$17,000; 4 pair semi-detached 2-storey dwellings, \$16,000; C. Garfunkel, 2 detached 2½-storey dwellings, \$10,000; Canada Foundry Co., alteration and addition to warehouse, King street subway, \$12,000; Deeth & Sons, 7 attached 2-storey brick dwellings, near Dufferin, on north side Fisher, \$10,000.

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A. C. LESLIE & CO.,
LIMITED
MONTREAL

Ask US to quote you for

**PAINTS (READY MIXED)
(AND IN PASTE)
DRY COLOURS**

DISTEMPERS, VARNISHES, Etc

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience; and know that we can compete

HOYLE ROBSON BARNETT & CO.
Ltd.

HEAD OFFICES:

35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND

CONTRACTORS TO

H. M. ADMIRALTY and WAR OFFICE

To save time, please send samples to match and fullest particulars.

**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N. S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

IVER JOHNSON SAFETY AUTOMATIC REVOLVER



A revolver that can be discharged in any other way than by pulling the trigger is a mechanical absurdity as well as a constant danger.

The things you can do to an Iver Johnson Safety Automatic Revolver without discharging it would keep you busy all day. The one thing you can't do to it is—fire it in any other way whatever than by pulling the trigger.

Handsome in appearance, made in many styles—like a rifle for accuracy—hard-hitting and speedy—but always safe to handle.

Don't Let YOUR Profits Get Away

The Trade everywhere is making money on Iver Johnson Revolvers because they are good revolvers, absolutely safe revolvers, and widely advertised revolvers. We keep them before the reading public in the big magazines and the sporting papers.

Keep them before your customers, be ready to handle the enquiries we send you, get your share of the profits of our combined efforts.

Send for Dealer's Catalogue and give your Jobber an early Order

IVER JOHNSON'S ARMS & CYCLE WORKS

330 RIVER ST., FITCHBURG, MASS.

Pacific Coast Branch: Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycle

The stocking of good quality iron is absolutely essential to every hardware business.

You should only handle reliable goods.

Are you selling our iron?



It's
Flawless
and
Uniform
Throughout

Sales Agents:
Ontario, Baines & Peckover, Toronto
Manitoba, Bissett & Loucks, Winnipeg

**LONDON
ROLLING
MILL CO., LTD.**
LONDON, CAN.

Demand for Better Paint Increasing

Questions to Consider Before Selecting a Line of Paint to Recommend to Customers — An Argument in Favor of the Well Advertised Lines Which Make Quality the First Consideration.

By C. M. Lemperly.

We almost believe it impossible, but it's a fact that the country towns and the larger towns are harboring a few paint dealers who have figured and continue to figure that a larger margin of profit without regard to the quality in the can, is better than less profit in dollars and cents but greater profit in prestige and reputation. It doesn't seem in keeping with the other achievements of this throbbing age that there are still merchants who ignore quality, who are deaf to the ultimate business it accrues, and who cannot see far enough ahead to protect themselves from the "one sale" class of trade by stocking the line or lines that have given satisfaction for years and are guaranteed by manufacturers of repute to be superior to other cheaper and less meritorious lines. These merchants cannot see the value of repeat orders to the paint dealer, and they often fail to reckon seriously the damage which a poorly recommended line of painting materials has within its power to bring about. But we are thankful that such merchants are in a great minority. The live, prosperous and aggressive merchants of Canada have set their eyes with one accord to the goal of quality, and to attain their end have taken great strides of late. Well-known manufacturers find in Canada an appreciative reception for quality appeals, and hardware merchants have listened acquiescently.

So many modern merchants, or professedly modern, take the stand that a half-way product will answer their needs for house paint customers! But they fail to impress us with the logic of their stand. They figure that if the paint applies well to the surface, looks well for a time, and seems to have all the earmarks of reputable goods, the customers will be well pleased. This might have worked out once, but the modern magazine and periodical reader has been educated mightily since that time. He has come to know that temporary satisfaction is worthless. He wants durability as well as fancy colors and ease of application. And durability is but one of the essentials of a well made paint. Advertising has sent its broadcast message of insistence upon quality sounding through all nations, and the days of the "one sale" paint are soon to end. We owe much of this happy condition to the conscientious and untiring position taken by certain paint retailers, and their influence has been brought to bear upon those who have had the manufacturing and the advertising under their direction.

So in stocking paints and varnishes, the dealer does well to bide his time,

There are hundreds of will-o-the-wisps hovering about the door awaiting admission. Most of them spell some such words as "cobwebs," "dullness," "lethargy," etc., when investigated.

There is something wrong with a proposition that cannot be readily understood, that is not openly explained and whose representative savors of insincerity. Watch that line and that man. Study them. Compare them with others. Only then will you be able to choose and choose well.

In linking your store with the national advertiser, the well known paint and varnish manufacturer, and the experts who have achieved fame in the paint and varnish business, you cannot easily go astray. It stands to reason that these manufacturers would not be in business, earning great but well deserved profits, if their goods had been without merit. And with all the advantages these people offer, many moments of thought and reflection are necessary before deciding definitely upon the line you are to stock. There is first of all the consideration of quality. Then there are the following in something like this order: profit, co-operation the manufacturer is willing to extend you, weight of goods, appearance of labeled packages, rush order facilities, service in advertising, electrots, mailing features, national advertising and its quality, helps the representative can impart, etc. There are many others, but these are very important and should be given much consideration.

Then there is the fact to be reckoned with that when you do finally decide on your line, if it be a good one, you are then and there taking over the experience and the advantages that a great number of years has imparted to the manufacturer, and you have at your command all that manufacturer's fund of paint and varnish knowledge, of salesmanship and advertising as well as technical information.

Opportunities lie at every hand for the dealer to-day who is willing to bear the slight burden of affiliating himself with houses of established name. The people are clamoring for better goods of every description, and with their increased knowledge of merchandising and buying, if you cannot give them what they want, they are going to insist upon going elsewhere. So it's up to you. If you're linked with the best now, good luck to you. If you're not, there are many chances to form the connection now and get a start on your competitors.

CALENDARS FOR 1910.

Carter Bros, Picton, have supplied their retail customers with a medium sized calendar showing a pretty little scene with a dog and a girl as the central figures. "If you get it at Carter Bros., it's good," is their catch phrase.

Purvis Bros., Sudbury, used a Dutch fishing and windmill scene on the calendar they supplied their customers with for the coming year.

John Caslor, Toronto, instead of supplying his customers with a calendar this year, is handing out a steel pocket rule in a leather case, this being the product of the Lufkin Rule Co.'s factory at Windsor.

J. R. Hambly, Barrie adopted a good plan in his calendar advertising this year, purchasing the sample calendars used by his printer. In this way no two persons received the same calendar, and some of those distributed were of considerable value.

The Harrington & Richardson Arms Co., Worcester, Mass, have issued a striking calendar for 1910. It is a lithographic reproduction in twelve printings of a picture in oils, by the painter, G. Muss-Arnolt, depicting a sportsman with two dogs. With its canvas effect and harmonious coloring the calendar is a most artistic production.

HARDWARE PATENTS.

The following is a list of patents issued by the Canadian Patent Office, on November 7, relating to hardware and metal, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa.

121840. J. H. Longskey, Detroit, Mich.; pipe fittings, Ideal Mfg. Co.

122018. J. Sharp, Beaumont, Texas. Combination nut locks.

122055. A. J. Bartlett, Shelbyville, Ky. Frost calks for horseshoes.

122100. F. Madsen, Wilbut, Wash. Stoves.

122112. J. S. McIlhenny, Washington, D.C. Methods of treating gas.

122115. A. Nordlund, Warroad, Minn. Buckles.

122116. S. E. Norman, Attleboro, Mass. Garden implements.

122134. W. Sonnberg, Berlin, Germany. Ball-bearings.

122383. A. E. La Grill, and J. R. Beveridge, St. Ignace, Mich., nut locks.

122386. Chas. H. and Carl H. Miller, Cleveland, kitchen ranges.

122411. P. Carlson, Trolley, N.D., nail holding attachments for hammers.

122421. C. W. Ellerbe, Philadelphia, hollow chain chandelier supports.

122428. W. H. Fromhart, Golden, Colo., hinges.

122450. W. H. Miller, Binghamton, N.Y., nut locking devices.

122468. H. F. Shedd, Minneapolis, Minn., expansive files.

The Retail Paint Trade

THE SALE OF PAINT.

Given the proper attention paint probably bears as much profit as any line connected with the hardware business. Selecting a line is an important matter, but not necessarily a hard one, as in this day of modern paint manufacturing there are a great many to choose from. Granting that a manufacturer understands his business his product is just what he desires it to be, and you can generally judge the quality of his paint if you know his intentions. Most manufacturers wish to make good paint and competition compels a majority of them to do so. After you have selected your line stand by it and push it for all you are worth. Don't become frightened the first time a customer tells you he would prefer some other brand. Show him that yours will accomplish everything he desires, and point out the many satisfied customers you have made. There are a very few whom you cannot convince in this matter.

Selling paint requires special knowledge. Any one can sell nails, but it is not so easy to sell paint. You must know paints and their uses. The merchant who understands it best will get a portion of the business that would have gone to his competitor. The customer is often perplexed as to color schemes, and the kind of paint to use for certain purposes. Here is where your knowledge should come in and make the profit that awaits you. You can gain this knowledge by personal observation, by reading trade journals and studying the literature sent you by the manufacturers.

You must have a well selected stock and know what is required. You cannot sell goods unless you have them, but this does not mean that you should buy heavily. It is better to order every day than to over-buy.

When I started in a retail paint business with a very small capital I was the only clerk, writes J. H. Gay, a Southern retailer, and went over my stock at the close of each day's business and re-ordered what had been sold during the day. In this manner I had four to six orders out all the time and seldom had to tell a customer the goods wanted were out. This method of buying also enabled me to take advantage of cash discounts.

Salesmanship is one of the greatest problems in any business—no use to buy goods unless you can sell them. A great deal of attention is rightfully being paid to this department of merchandizing. In order to sell, you must tell your story in such a convincing manner that your customer may see from your point of view. Any one can hand out a pail of white paint when called for, but this is not salesmanship.

The merchant who can tell a customer how to paint a house, a carriage, varnish floors or enamel a room, and can tell his story convincingly, is a salesman. He

“the finish that endures”

Floorglaze

Will make a big, bright difference
in your New Year trade---if
you'll let us show
you how

Whether you do or not permit us to wish you a prosperous—busy—uplifting year during 1910.

Let us also add our own sincere appreciation of the favours and business you have extended us during 1909.

Sincerely yours

Imperial Varnish and Color Company

Limited

TORONTO
Morse St.

WINNIPEG
128 Princess St.

VANCOUVER
550 Beatty St.

SQUARE NUTS Hexagon

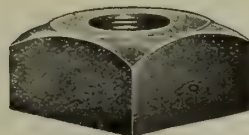
SIZES:

3/16 to 3 inch.

Blank

and

Tapped.



STRENGTH,

Accuracy

and

Good

Appearance.

We carry large stocks and can ship promptly.

THE MONTREAL ROLLING MILLS CO.

knows what the goods will do as well as what they will not do—what to use and when to use it, and he is the man who

gets the confidence of the paint buyer, and it will be hard for any one to take the business away from him.

PAINT AND OIL MARKETS

MONTREAL.

December 30.—The distinguishing feature of the paint and oil markets for 1909 has undoubtedly been the strong movements in turpentine and linseed oil. The year opened with advances in both lines, and with but one or two exceptions these continued right the way through. The opening price of turpentine was 56c. About July evidences of the supply being held under strong control in Savannah commenced to show in the market, and this combined with a good demand made turpentine jump until at the beginning of September the price was around 78c. Since then the situation in turpentine fields became easier, and although prices continued to show strength the market was nothing like so bullish. The end of the year saw turpentine about 78c to 80c. The Montreal market displayed nothing like the extreme movements shown in Toronto, and there was little disposition to take advantage of the strong control of turpentine at Savannah. Trade all the way through has been steady. There has been little speculative buying, and this probably accounted in a great measure for the moderation of the markets considering conditions.

The great feature of the linseed oil market was the agreement in January between the crushers, thus doing away with the cutting that had previously marked the article. Under control figures advanced steadily throughout the year. Linseed oil started around 55c for raw, and following the agreement among the crushers made an advance of 4c. No such heavy increase again marked the market, although prices slowly stiffened, until in October when the scarcity of flax seed brought about another advance of 4c. This made raw linseed oil 72c. The movement continued until the close of the year, raw being marked at 80, with a likelihood of higher figures in the near future. Looking at the year's trading in linseed oil there is no doubt that the steadying of the market by the doing away of the price-cutting was the means of bringing in a lot of business. Good shipments have been made all through, and although as in turpentine, there has been little speculative buying, immediate requirements induced a very good aggregate of business. The situation in the flaxseed market and the higher figures in other raw materials caused an advance to take place in ready mixed paints at the end of the year. Linseed oil looks billed for much higher figures during the coming months.

Ground White Lead has been marked by practically the only retrograde movement in any of the lines. Starting the year at \$5.50 to \$6 there was a slight strengthening movement in June, due to the good demand and the higher prices in linseed oil. But then in September, there came a break among the grinders the market became open and practically no fixed price existed although quotations may be said to have

ranged round \$5 to \$5.50. In December an attempt was made to stop the cutting going on, and a few of the grinders got together and raised prices about ten cents and established greater uniformity. The tone of the market became much improved thereby. Still the prices, obtaining around the end of the year, from about \$5.25 to about \$5.80 for strictly pure was a very low price considering the price of linseed oil and dry white lead. Trade has been fluctuating. It was good the early part of the year, but immediate to the break it fell off. It improved again, and would no doubt have been encouraged if the grinders had not let the bottom fall out of the market.

Red Lead has not been characterized by any great feature. The demand has been uniformly steady, and importations have been on about the same proportion as other years. The opening and closing price of the year was about the same—\$4.50. The break in the ground white lead caused a cut in prices, but the later strength to the former market caused figures in red lead to go back to their former level.

White Zinc was unchanged all the year through. The growing use of the colonial effect in houses and a greater popularity of white paint caused a very good demand, and the year's trading has been very satisfactory. The great staple, putty, only showed one small advance of 10c during the year. The demand was about equal to average. The rush round the close of navigation was, if anything, a little heavier than that noticed in former years.

Altogether, although trade has been very much of a hand-to-mouth character, the aggregate volume done has been very satisfactory. Stocks are not large, and there is every indication of 1910 showing strong consumption.

TORONTO.

December 30.—Linseed oil advanced 3 cents this week, bringing the quotations to 80c for raw and 83c for boiled oil. This is the one price change of the week, though travelers when they take to the road after the holidays will have stiffer prices to offer on prepared paints and white lead amounting to between 5c and 10c per gallon on the paints, and 10c a hundred on white lead.

The year 1909 has been a satisfactory one for the paint manufacturer, the jobber and the hardwareman who handles paints. True, the better feeling among traders in paints did not materialize so soon after the depression of 1907-08 as did some other lines of business; but with the opening of spring a revival was felt, and along about the middle of June a veritable boom was on in paint lines. Good business continued with little let-ups right up to the close of November, the open fall being favorable

GROUND FIVE TIMES

An illustration of the thoroughness of our whole lead-making process is given by the grinding. While some makers are satisfied with one or two grindings

“ANCHOR” PURE WHITE LEAD

is ground five times—twice through French buhr mill stones, once under an edge-runner, then through granite, and lastly through chilled steel rollers.

“Anchor” Pure White Lead is finer in texture, whiter, has greater spreading power and greater covering qualities than any other White Lead sold in Canada—except our own Brandram's B.B. Genuine, which is the best White Lead in the world.

Write for prices and full information about “Anchor” and Brandram's B.B. Genuine.

BRANDRAM-HENDERSON
LIMITED

Montreal
St. John

Halifax
Toronto
Winnipeg

A Sure Sign of Success



It's a sure indication of increasing trade when a dealer starts handling the **Martin-Senour Line**. There's a paint for every purpose and every paint is perfect for the purpose for which it is made—inside, outside, for furniture, floors, dwellings or stores, for iron or wood or brick it is good—in the house, on the stack, in front or in back, on the ceiling or roof, in all weathers it's proof, and will wear like a board on door sill and stair.

YOU CAN'T BEAT IT

for quality and appearance; it means bigger and better business year after year. Better get in line and put up the success sign over your door. It will mean that you'll sell more paint and make more money than you ever have before. Write to us today. There's nothing gained by delay.

THE MARTIN-SENOUR COMPANY, Limited
Montreal Pioneers Pure Paint Chicago

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd.
HALIFAX, N. S.

"Elastica" stands the rocks!



The life of a Floor Finish is the life of the oil it contains, and

Elastica Floor Finish

outlasts all others because its oil lives and stays in the finish. The secret of this lies in our special treatment and ageing of the oil.

The lustre of ELASTICA lasts through the longest and hardest use.

Are you handling this splendid seller?

Our consumer advertising has created a big demand for it. Write for prices.

International Varnish Co., Ltd.

Branch of

Standard Varnish Works

—TORONTO—

New York

Chicago

London

Berlin

Brussels

Melbourne

for outside painting, and the farmers availing themselves of the opportunity of doing this class of work. Of course, the cities and larger towns made greater demands on this kind of work than did the country points.

Linseed oil and turpentine were the two paint lines which held the most interest the year through. Turpentine started off at 57c for single barrels, but, after the close of winter, advances, some of them quite sharp, began to be made. The fluctuations were the cause of much excitement. During the fall turpentine developed a strong feeling, and the price went as high as 84c for single barrels. With the lessening of demand early this month quotations declined to 80c, which is the nominal market price to-day, although more "turps" change hands at 78c and 79c than at that figure. At present the south shows 3c higher than the past several weeks, but unless some unforeseen circumstance arises the Toronto price will not likely advance until the spring. As it stands turpentine has shown an advance of 23c during the year.

The striking feature in linseed oil during this year was the practically unanimous agreement on the price, which relieved uncertainty existing in the past. The linseed oil association eliminated entirely the "cutting" feature, and at the same time did not "boost" the price. The shortage of seed more than anything else made for higher prices, and the present quotation of 81c for boiled oil does not seem exorbitant when one considers the immense demand made for the smallness of the seed supply. One feature of the seed situation was the exportation of Canadian seed to U. S. points for the first time in history. A year ago oil was selling at 55c and 58c, 25c below present prices. Until new seed comes on the market, prices are likely to remain unchanged. Out of the firmness of linseed oil will come during 1910, higher prices for prepared paints. Paint manufacturers state that the cost of their raw materials is 11 cents higher than a year ago. Under these circumstances the proposed advance of 10 cents a gallon is not severe.

Ground white lead is hardly so satisfactory as the two previously-mentioned lines. To-day it is about 15 cents below the figure at which it stood this time last year, and the present quotation is 10c above what was asked at the time of the break in September. Pig lead ruled low during almost the whole of the first half of 1909, and in fact, lead did not at all show the strength of the other metals. This accounted for the opinion abroad that white lead in oil was too high. The big demand for the line, however, kept prices firm until the break in the association in September, when nearly every grade of white lead was cut 25c. Immediately an effort was made to get the grinders together again, but up to now without success. The gradual strengthening of pig lead, how-

ever, has done what the association members could not do, and of late there has been an advance of 10c a hundred, on a number of grades. This higher price will rule during the early part of 1910 at least.

Red lead followed the lead of white lead, even to the drop of 25c, when the association broke; but the recovery was more rapid. The price to-day is the same as it was this day a year ago.

The most unsatisfactory line has been glass. Manufacturers and importing prices are about 10 per cent. higher than at the beginning of 1909, with very little change in the selling prices. In fact some glass, while being bought at an advance of 30c a box is being held at 15c under the figure of January last. Cutting was prevalent during the spring and summer, thus bringing the price down 5 per cent, and it is only within the past few weeks that a change to last winter's figures was made, the scarcity of supplies accounting for this. New prices for 1910 are not yet out. While it looked like an advance during the past two months, just now the situation is rather shaky, and it is unlikely that higher figures will rule before summertime.

Paris green prices are not yet out, and the probability is that the opening quotations will be much lower than the 24½c per barrel booking price of January last. Paris green prices declined during the year from the above to 16½c, to-day's market quotation. Buying was not so heavy as anticipated.

Petroleum lines were big sellers this past fall, and the year's trading shows steady business. Not a single price change was noted. Brushes, varnishes, putty, chemicals, colors in oil, glue, paris white, pigments and the various other lines coming under the category of paint goods, while showing increased sales over 1908, have not shown any enhanced prices over the beginning of the year.

On the whole paint jobbers are of the opinion that the business of the passing year is about 20 per cent. above that of 1908.

WALL PAPER FIXTURE.

A new fixture for the display of wall paper, invented by a Davenport, Ia., man, consists of a series of wings, on which are attached common window shade rollers. Samples of sides and ceilings, or any combination of walls and friezes are rolled up on these rollers, and when being shown to a customer are drawn down the same as a window shade. The remarkable feature about this device is its enormous capacity for showing paper. Each wing displays seventy-two rolls of paper, and inasmuch as these wings are only six inches apart, a fixture that occupies only 40 by 20 inches will show 432 samples or combinations. The manufacturers will build different sizes of these fixtures, so that a dealer can put in a size that will display every paper he has in stock, which has been impossible with any other device ever invented.

Other features that make this invention practical are the compound wing



**'YEARS MAY COME'
'AND YEARS MAY GO'
'BUT THE'
'CANADA PAINT CO'S
'SPECIALTIES'
'GO ON FOREVER'**

And once
again

our man



wishes you

The best of
happy years,
better and
brighter than all
the others.

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842

GLASS IMPORTERS

KEEP WIDE AWAKE!

Your nearest competitor is very much alive to the chances of getting your trade away from you, but you will have a powerful lever to move business to your store and to keep it there, if you carry

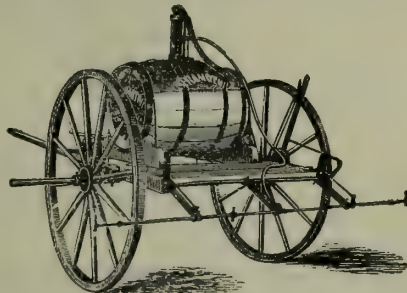
New Era Paint

This paint keeps its colour better, lasts longer and covers a greater surface than many higher priced paints. It is pure and moderately priced. Get our prices.

Standard Paint and Varnish Works Co.

Windsor, Ontario

LIMITED



The HAND SPRAMOTOR No. 1 or No. 2 has 4 to 8 nozzles, all-brass sprayer. The wheels and nozzles are adjustable from 26 inches to 36 inches. Vertical adjustment from rack 16 inches. Automatic vertical nozzle adjustment brass spramotor. Ball valves, automatic compensating plunger. Mechanical agitator.

It is mounted on a cart with strong, hardwood frame. Has 52-inch wooden wheels with iron hubs and steel axles. For one horse.

Can be used for orchard, vineyard, mustard and potatoes, or for painting and whitewashing. Sold without cart as well. Guaranteed.

WRITE FOR FREE TREATISE ON CROP DISEASES. AGENTS WANTED.

R. D. HEARD, 1382 King St., London



PULL IN TRADE
AND SATISFY YOUR CUSTOMERS BY SELLING
MORRILL NAIL-PULLERS
THEY PULL NAILS TWICE AS EASY AS ANY OTHER.
DON'T BREAK, AND WILL NOT BRUISE THE HAND.
CHAS. MORRILL, 271 Broadway, New York

THE DOUGALL VARNISH CO., LTD.

Successors to

McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL



The "INFALLIBLE" GLAZIERS' DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

construction, which swing on a double pivot in such a way as to enable the operator to show paper with the best light, no matter where the windows or skylights may be located in the room. These wings can also be swung in such a way as to show three full length samples of paper at one time so that a customer may secure a comparison of samples.

The ease with which the samples are arranged and changed on these wings is a great advantage over fixtures that have been placed on the market heretofore. There is no pulling off of old paper and repasting, which is such a tedious task. The samples are rolled up on the roller with the greatest ease, and at any time that a paper is sold out, another can be put in its place in just a few minutes' time.

The rollers are easily removed from the wings so that a sample from the bottom of the wing may be placed at the top very quickly.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

ELECTRIC FIXTURES AND SHADES.—The Canadian General Electric Co., Toronto, are issuing a new supply catalogue (section No. 10) devoted to electric lighting fixtures and shades. It is probably the fullest catalogue this company has ever issued, describing

these goods. Half the booklet is taken up with electric lights of all kinds and for all rooms in the house; a goodly portion is devoted to shades of glass, metal and celluloid; and reflectors and accessories of various kinds take up the remaining space. The catalogue is copiously illustrated.

METALLIC HOUSEHOLD WARES.—The Buffalo Mfg. Co., Buffalo, N.Y., manufacturers of water coolers, chafing dishes, coffee extractors, table kettles, cuspidors, bathroom fixtures and many other kindred lines, has just issued a new catalogue (No. 25), descriptive of their goods. Quite a number of additions to their already extensive lines are to be seen in this catalogue, the illustrations of which are first-class.

Herbert M. Hill, chemist to the City of Buffalo, in a letter to the company last July, strongly endorses the use of their water filters. After giving in tabular form the results of an analysis of Buffalo's drinking water before and after purifying with a Jewett filter. Dr. Hill says: "The water before treatment is unfit for household use. After passing through the minerals of your filter it becomes a safe drinking water." H. F. McIntosh & Co., 28 Toronto Street, Toronto, are Canadian agents of the company.

Guns and ammunition should always be kept together, as customers for either are usually interested in both.

Assignee's Sale

of a valuable Hardware Stock of the Batty Hardware Company, at Norwich.

Tenders will be received by the undersigned Assignee for the purchase of the Stock in Trade, fixtures, etc., of the Batty Hardware Co., of Norwich, Ont., as follows:

Stock of Hardware, Tinware, Stoves, Vehicles, etc., as per stock list...\$15,065
Also store fixtures, boxing, shelving, tinshop tools, horse and storehouse 2,897

Total value\$17,962

This is a well selected and up to date stock. The present stores can probably be leased on favorable terms. The stand is most desirable and central and the business has been established 25 years.

Tenders at a rate on the dollar will be received by the assignee up to the 15th day of January next. Stock will be open for inspection at the office of the Assignee.

Terms of sale, one third cash and the balance in 2, 4 and 6 months on approved security, no tender necessarily accepted. Dated at Norwich this 16th day of Dec., 1909.

J. D. HOGARTH,
Assignee.

John Rowe, Norwich,
Solicitor for the Estate.



AGENCIES:

A. M. Bell & Co., Halifax, N.S.
The Hanbury Hardware Co., Limited, Brandon
Emerson & Fisher, St. John, N.B.
Enterprise Hardware Co., Limited, Saskatoon

It is of Grave Import

to YOU that your stocks in such a very important line as paints should be of the most satisfactory and reliable kinds.

¶ Have you given this matter the attention it deserves? There is a line of paints which always pleases.

Moore's House Colours

They are pure linseed Oil Paints of moderate price, and they are durable, reliable, uniform and brilliant. They will obtain and retain for you the whole of the paint trade in your district. Send for colour card and prices.

Benjamin Moore & Co., Limited
West Toronto, Canada

New York

Chicago

Cleveland, U.S.A.

THE DOUGALL VARNISH CO.

LIMITED
SUCCESSORS TO
MC CASKILL DOUGALL & CO.



MANUFACTURERS OF
HIGH GRADE VARNISHES

ALSO
CANADIAN MAKERS OF THE
**MURPHY VARNISH COMPANY'S
VARNISHES**

MONTREAL

CANADA

"CANADIAN MONARCH" FENCE

Our "MONARCH" is a staple lock fence of the latest and most approved type. The strands have but a very slight kink at the lock, therefore are as strong at the lock as at any other point.

The locks, strands and stays are made of number nine wire and all the wire used is Hard Drawn Steel, thoroughly galvanized.

If you want an agency for this, also our "SAFE-LOCK" fence, which is a wrapped stay, either number nine or number twelve, write us for prices, and get our wholesale list of fences and gates with discounts.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.
BRANDON,

MAN.

What Do You Think of This?

Here is a sample
of our extra heavy
self-righting polished
(brass or nickel plated)

Cuspidor

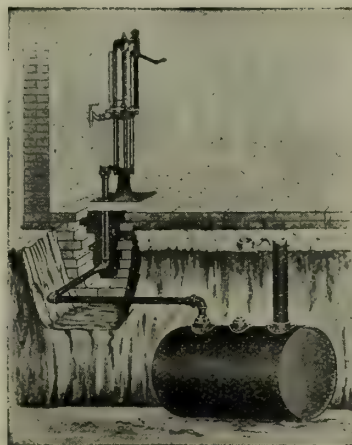
The height is 9 $\frac{3}{8}$
inches and the diameter
8 $\frac{7}{8}$ inches. This
is only one of our
representative and
reliable range.



Write for our Catalogue

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co., 28 Toronto Street, Toronto.



BOWSER

**Self-Measuring
Systems**

For Handling Kerosene and Gasoline

Emphasize one feature that
is important above all others
in the general store—

CLEANLINESS.

From the slopping and dripping
of faucets and funnels,
the porous boards of the
floor near the oil supply be-

come soaked through and through, making the appearance unsightly and unclean. In any store, under the old method of handling oil, this condition exists—it cannot be avoided. The merchandise stored near such a place is easily contaminated, After drawing oil, the least odor from the hands or clothes is absorbed by the paper used to wrap up merchandise, which quickly becomes infected with the disagreeable and nauseous taste of oil.

The only system that will remove these objections is one that will hold the oil in a tank absolutely leak and evaporation proof, measure the oil accurately into the customer's can with neither spilling nor slopping, dispose of unclean measures and funnels, and one in which the flow of oil is instantly cut off the moment the desired amount is drawn. All of these features are more found in the Bowser Adjustable Measure Oil Equipments. They will meet any conditions and requirements, being made in more than fifty different styles.

If you are interested, you need only to drop a card, asking for Bulletin 15, and you will then receive full information.

S. F. Bowser & Co., Limited
TORONTO, ONTARIO

The wise hardwareman

knows that selling Structural Steel is a paying proposition. Are **you** one of these wise men? The builders and contractors of your district are already known to you. Find out their requirements in this direction and get this profitable trade for yourself. We will help you and quote close prices. Write us to-day.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

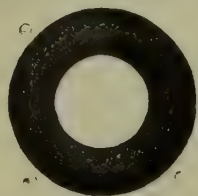
Write for prices

EVERYTHING IN WELDED CHAIN.

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Stop the Leaks



The Standard Union now in use can be re-washed and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



PLYMOUTH CORDAGE CO.

PLYMOUTH

WELLAND

Use "PLYMOUTH" (Ship Brand) Lath yarns; they will save you money and increase your satisfaction.

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?



INDEPENDENT CORDAGE CO., LTD.

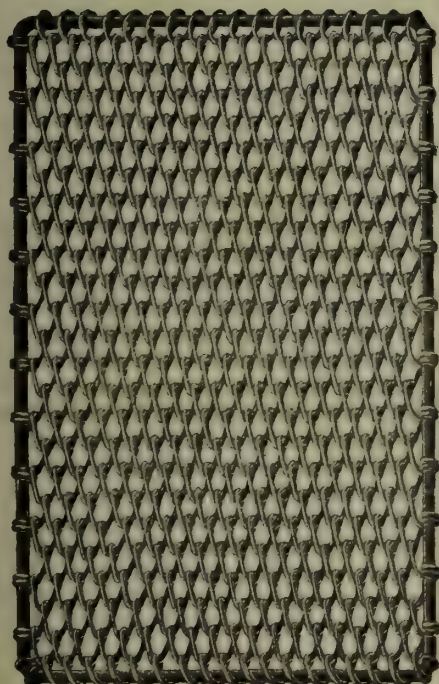
Stocks at
TORONTO
MONTREAL
HALIFAX

ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



FIRE GUARDS



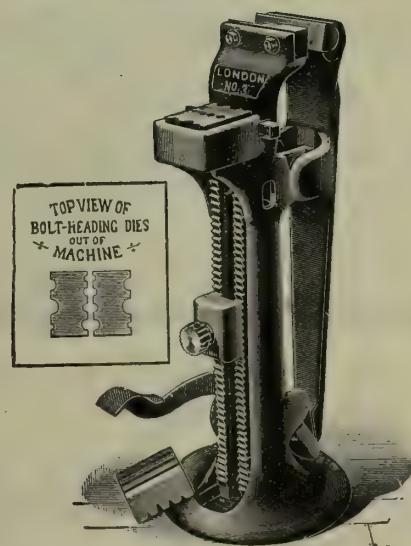
For
Factory
and Mill
Windows,
School
and
Church
Windows,
Store and
Basement
Windows
and for all
Public
Buildings

**THE B. GREENING
WIRE CO., LIMITED**

Hamilton, Ont.

Montreal, Que.

Horse Shoers' Foot Vise and Bolt Header



A Practical Tool and a Time-saver for the Busy
Blacksmith

Manufactured by

THE LONDON FOUNDRY CO.,

LONDON, CANADA

Limited



The Loss of Life in Fires
is appalling, and many could be saved
if the

DAVY AUTOMATIC FIRE ESCAPE

were better known. Recommend it.
Push it. It is equally efficient in any
building. Awarded the \$100 prize
in the Commercial Travellers' recent
contest. Impossible to go wrong.

Write for Booklet

U. S. FIRE PROTECTION CO.
Utica, N.Y., U.S.A.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine legs, hardwood steps,
malleable iron clamp so that top step
cannot come off. No strings or braces
required. Also

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS

OTTERVILLE MANUFACTURING
COMPANY, LIMITED

OTTERVILLE - - - - - ONT.

Lion
Brand



Purity
Strength

BABBITS FOR ALL MACHINERY PURPOSES



LION METAL STANDS UP UNDER HIGH SPEED AND PRESSURE

A Babbitt That Gives Satisfaction and Secures Repeat Orders. Write for Price and Discount
THE LION METAL CO., ST. PAUL, MONTREAL

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

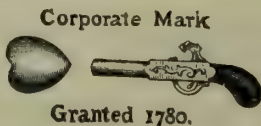
CANADA FOUNDRY COMPANY
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

STAMPED
ON THE

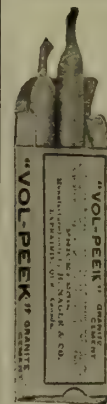


GENUINE
ARTICLE

Jonathan Crookes & Son
Sheffield, England

PEN, POCKET & SPORTING
KNIVES, RAZORS, &c.

For Sale by Leading Wholesale Houses



"VOL-PEEK"

GRANITE CEMENT

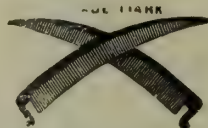
for Mending Holes in Pots and Pans.

IT NEVER FAILS WHEN USED FOR
Iron, Copper, Aluminum, Tin-
ware, Brass, Graniteware, etc.

Every housewife will want a package.
Just show it to her

ORDER THROUGH YOUR JOBBER OR DIRECT

H. NAGLE & COMPANY
LAPRAIRIE, QUE.



Reaper and Mower Supplies

We Manufacture

Sections, Guard-Plates

and complete knives by a
new process which gives very fine results

THOMAS GARFITT & SON

Enquiries Solicited

Sheffield, England

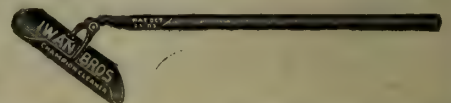
IWAN'S WIRE CONDUCTOR PIPE HANGERS will make
a neater and quicker job of your spout hanging than tin
strips.



Holds the pipe firmly on all sides.
2 to 6 inches in diameter, and made of
galvanized wire. Sample by mail.

For Tile Drain work Iwan's Adjustable
and Stationary Drain Cleaners are the
most practical and labor saving on the
market.

ASK YOUR
JOBBER
FOR THEM



IWAN BROS., Mfrs. - - - South Bend, Ind.

You Will Save Money
By Using
"Neptune Unrivalled"
Patent Steel Fencing Wire
and
"IGEL" BARB WIRE

Manufacturers: Felten & Guillaume, Lahmeyerwerke-Actien-Gesellschaft
Carlswerk, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal.

L. E. DUBUC

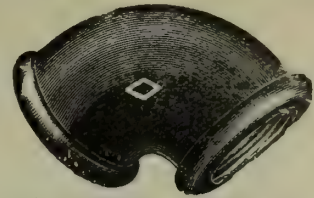
**MANUFACTURERS'
AGENT**

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

CORRESPONDENCE INVITED - REFERENCES

YOU SHOULD HANDLE EXCLUSIVELY

Diamond



Brand

FITTINGS

They are unrivalled in Fit, Threading and Finish.

WHOLESALE ONLY FROM

OSHAWA STEAM & GAS FITTINGS CO., L'D.
OSHAWA, CANADA

Jessop's Steel

To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.

CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.

144 William Street, Montreal, Que.



**Ford's
Auger Bit**

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

Start
the New Year
right by stocking the
HANDIHOOK

It is always ready for use. Twice the size of illustration. It holds up to 10 lbs. in wall or woodwork. Your customers will appreciate its many good features, and our advertising will give the necessary assistance to make it a good seller.

ASK YOUR JOBBER OR WRITE
THE MANUFACTURER'S SALES COMPANY
(Canadian Agents for August Goertz & Co., Newark, N.J.)
F. H. REID, 314-315 BIRKS BLDG., MONTREAL



Royal Polishes

For satisfaction to the housewife who desires most value for her money, and for profit to yourself, push these Canadian-made polishes.

ROYAL POLISHES COMPANY
MONTREAL

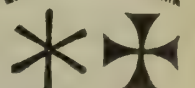
JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE

REGISTERED TRADE MARK



GRANTED 1682

Sole Agents for Canada

James Hutton & Company
Montreal



Our Acorn Trade Mark



is the buyer's safeguard. There is no guess work about this brand



Corrugated Galvanized Sheets

Their quality is assured because they are galvanized in strict accordance with British Government specifications. You would be foolish to buy an inferior brand, when "Acorn" Sheets cost no more.

Manufactured only by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

"Always Reliable"

Gasoline Combination Blow Torches

(Patent Applied for.)

furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder, either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any jobbing house in Canada.



OTTO BERNZ

13th St., Newark, N.J.

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	\$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96



Sure as the Sun rises tomorrow there will be a heavy demand for all goods this coming season. To many dealers McDougall Pumps in the past have been conceded their most satisfactory line and our constant aim is to improve. We therefore anticipate a largely increased business this year and will always maintain the Standard quality "Aremacdee."

Increased facilities will enable us to take care of your wants, but early specifications will be much appreciated.

*Catalogue certainly
for the asking*

The R. McDOUGALL CO.

Galt, Canada

LIMITED

WESTERN Incorporated 1851
... ASSURANCE COMPANY.

**FIRE
AND
MARINE**

HEAD OFFICE—TORONTO, ONT.

Assets over - - - \$3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager

C. C. FOSTER, Secretary

One-Hand Flour Sifters

OUT
SOON

Retails at
35 cents

ORDER NOW



Each List at
\$50.40 Gross
1 doz. in Case
100 Gross in Car

Shipments start about March 1st. Orders filled in rotation. Guarantee you about 33% profit. Freight allowance. Get order in quick.

Improved Patent Flush
Handle

CHESTERMAN'S MEASURING TAPES

Linen, Metallic
and Steel

Trade Marks



TREBLE

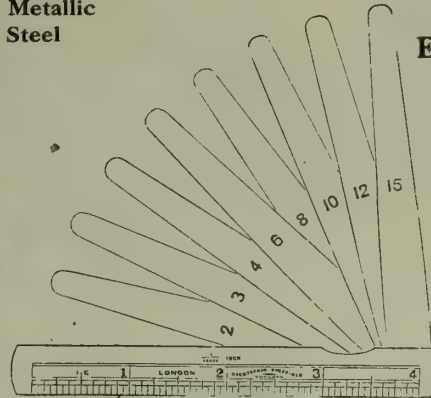
Engineers'
Small
Tools

Steel
Rules,
Gauges,
etc.



For Prices, Catalogues, etc.,
apply to

F. H. SCOTT, 120 Coristine Bldg., Montreal

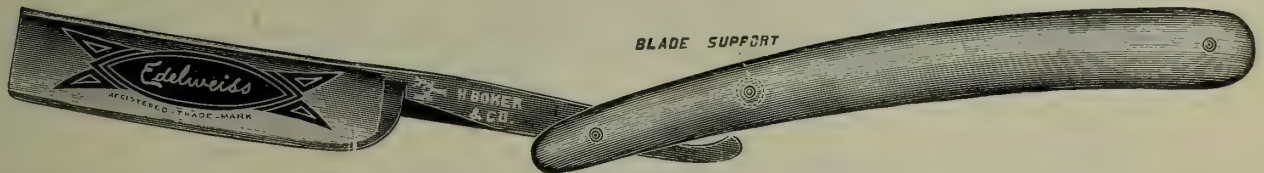


Steel Feeler Gauge



H. Boker & Co.'s "Edelweiss"

WITH BLADE SUPPORT



The usefulness of this Blade Support is when you close the blade of the razor it so fits underneath the tang that you cannot by mistake close your razor too far, preventing you from ruining your blade. It also keeps the handle from coming in contact with the blade, holding and keeping the keen edge as when it leaves the factory.

For Sale by all Leading Wholesale Hardware Houses



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKINNON CHAIN CO.

BUFFALO, N.Y.

ST. CATHARINES, ONT.

HIGH ABOVE ALL OTHERS

CORBIN

EXTRUDED METAL
PADLOCKS

QUALITY SECURITY
And STRENGTH
Manufactured By

CORBIN CABINET LOCK CO.
NEW BRITAIN, CONN.
NEW YORK CHICAGO PHILADELPHIA

ESTABLISHED 1835

JAMES HOWARTH & SONS LTD.
BROOMSPRING WORKS
BATH STREET, SHEFFIELD
MANUFACTURERS
OF
LIGHT AND HEAVY
EDGE TOOLS & JOINERS TOOLS
IN EVERY VARIETY

SAWS, FILES, HAMMERS, PINNERS,
AUGERS, GARDEN TOOLS, SHEARS, TOOL CHESTS, SKATES,
PLANES, CUTLERY, STEEL & C.
& GENERAL MERCHANTS.

FIRST CLASS PRIZE MEDALS AS UNDER



The Star Convex Flexible Blade Safety Razor



is entirely free from all the defects found in the present wafer or thin blade razor. There is no metal obstruction between the cutting edge and the beard, and the convex curve holds the blade perfectly firm.

A Star Convex Flexible Blade Safety Razor with seven blades will last longer than several dozen double-edge blades.

Don't confound this razor with any other. Its construction is entirely new and different.

WRITE FOR PARTICULARS.

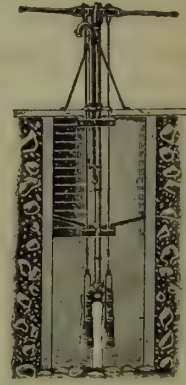
Kampfe Bros., 8 to 12 Reade St. NEW YORK

Canadian Representative: A. Roy MacDougall
42 Adelaide St. W., Toronto

WHAT WE CLAIM FOR

The AYLMER

DOUBLE CYLINDER DOUBLE ACTING FORCE PUMP



This is the only Pump manufactured that has no leather suckers and requires no packing or packed joints of any kind.

Easy Working
Always Primed
Never Freezes

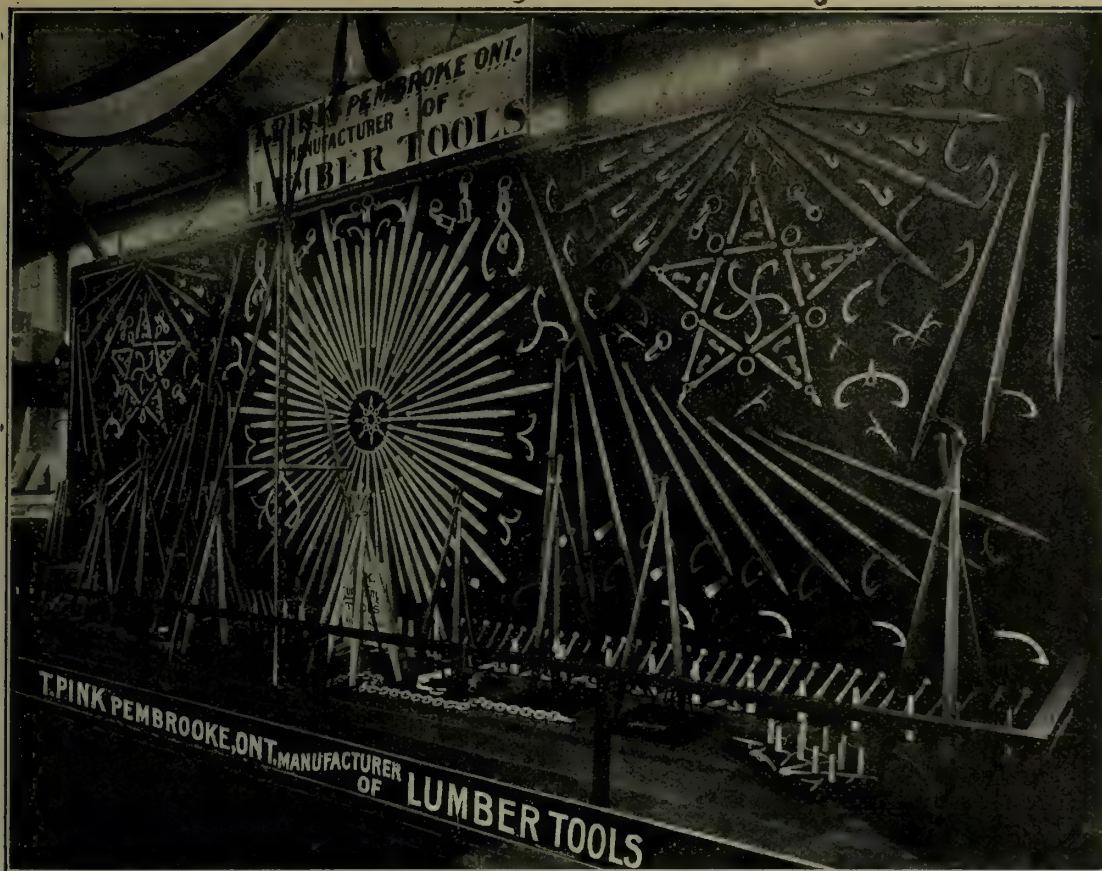
In case of fire this pump has no equal.

THIS CUT represents our Pump, as shown in the well. This with three-way cock and side pipe for conveying water to barn or wherever needed, will force the water any distance, and to any elevation required with ease.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited
AYLMER, - - - - - ONTARIO

Western Representative:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable

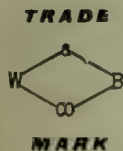
Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

≡ No. 71 ≡



Is just off the Press.

It lists our complete line and if you
have not received a copy write for one to-day.



The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside, no obstructions
Inside.



Made in

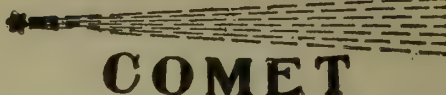
Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

GILBERTSON'S



COMET

ALEX. GIBB (Sole Canadian Agent),
W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

Gilbertson's Sheets
and the COMET Brand

mean quality and security in whatever work you may undertake.
Galvanized Flat Sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

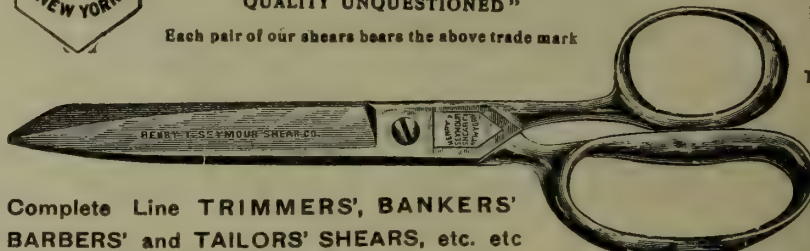
13 St. John Street, Montreal



SEYMOUR SHEARS

have been the Standard for over seventy year
"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK

Latest catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS'
BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS' SCISSORS,
TINNERS' SNIPS, ETC.
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.



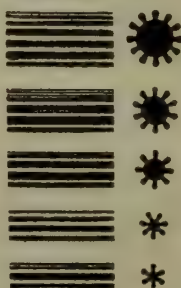
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.
Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

Established 1798.



Brass and Steel PINION WIRE

ANY LENGTHS.

John Rigby & Sons,
LIMITED
Rawfolds Wire Mills,
CLECKHEATON, Eng.

Head Offices and Works—
ADELPHI WIRE MILLS,
SALFORD, MANCHESTER, Eng.

Branch Works—PARK HOUSE WIRE MILLS,
LOW MOOR, YORKSHIRE, Eng.

IRON and STEEL WIRE of all kinds
from 1-2" to 40" gauge, in coils or cut lengths.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.



SEASON 1910

HOCKEY IN FULL SWING

Every player wants a reliable stick, and you can't handle a line of

HOCKEY STICKS

that is more noted for all-round excellence and reliability than mine.

Every live jobber handles them. New designs this year. ASK FOR SALYERDS'.

E. B. SALYERDS,

Preston, Ontario

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply

Dominion Brand Tarred Felt

Good Luck Tarred and Dry Fibre

**Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch**

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER ONTARIO

OAKEY'S

The original and only Genuine
Preparation for Cleaning Cut-
lery. 6d. and 1s. Canisters

'WELLINGTON'

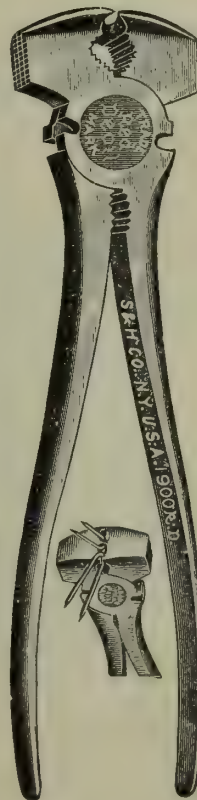
KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England



1900 Staple Puller

**3 PULLING
POINTS**

What it will do

Drive Staples
Pull Staples
Save Staples
Cut Wire
Straighten Wire
Stretch Wire

What it will save

Saves Wire
Save Staples
Saves Old Fences
Saves Bending Wire
Saves Breaking Wire
Saves Buying Hammer
Saves Labor, Time and
Money.

If your jobber cannot sup-
ply you, write us for illus-
tration and prices.

**Smith Hardware
Co., Ltd.**
Montreal, :: Can.

When writing to advertisers, kindly
mention having seen the advertisement
in this paper.

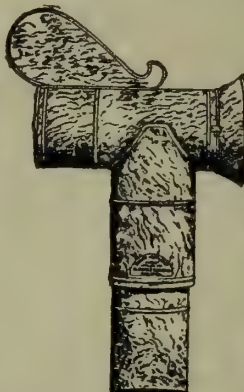
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.



Alexandria, Ont., Jan. 19th, 1909.

J. W. Harris Mfg. Co., Ltd.,
Montreal, Que.

Gentlemen:—

We have your letter of the 14th inst., in reference to the "J. W. Harris Rotary Ventilators" that we sent from you.

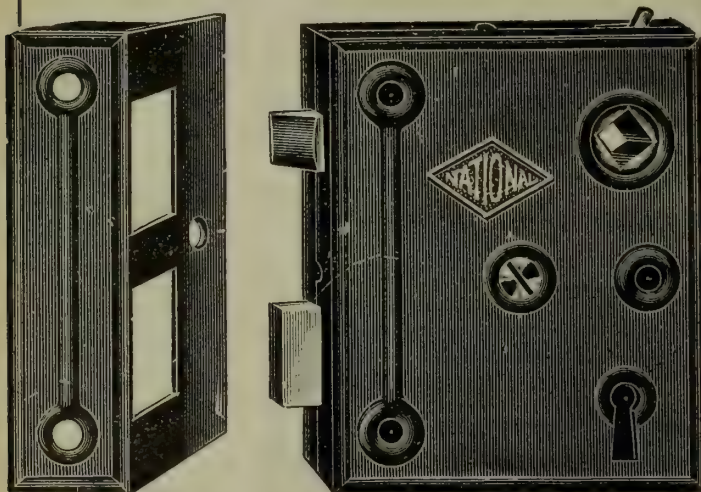
We might say that those we have in use are giving us very good satisfaction.

Yours truly,

THE MUNRO & MCINTOSH CARRIAGE CO.

Made by
THE J. W. HARRIS MFG. CO., LIMITED
CONTRACTORS
Montreal

YOU CAN HANDLE NO ARTICLE
which will do more to strengthen your
hold upon the Builders' Hardware
Trade than the



National Steel Rim Lock

ASK YOUR JOBBER FOR THIS BRAND

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA



CONTRACT for
Island City
Dry Colors
for your 1910 requirements

We will carry the stock
and will make ship-
ments, in quantities
as required, promptly.
The excellent quality
and prices we have to
offer you are interest-
ing.

Write to-day for
samples and prices.

P. D. DODS & CO.
Limited
MONTREAL

BUTLER'S

FAMOUS

Sheffield Cutlery

AND

Electro-plate

CABINETS AND CASES OF CUTLERY AND PLATE
PRESENTATION OUTFITS—PRIZES FOR SPORTS.
SPOONS AND FORKS; FISH AND DESSERT SETS.

"BUTLER" was Reg'd a Trade Mark A.D. 1768

Their  Trade Mark was Reg'd A.D. 1681

Sole Makers of	REGISTERED	Butler's "KEEN" Razors,
		"Cavendish" Brand of Table Knives, Carvers and Plate.
HIGHEST AWARDS		SPECIAL MENTION

George Butler & Co.'s

LONDON SHOWROOM:

62 HOLBORN VIADUCT, E.C.
(OVER SNOW HILL STATION)

MANUFACTORY:

Trinity Works, SHEFFIELD, England



About six months ago we booked an order for shipping tags (the cheapest kind we make) for a Company shipping castings and machine parts.

The other day they wanted another lot of tags and we suggested using a tougher tag. It didn't take much to persuade them, as the cheaper tag was not sufficiently strong to carry their heavy merchandise. We are now running their order on a four grade better tag.

LET US CHECK UP YOUR TAG SITUATION

SAMPLES OF ALL KINDS ON REQUEST

SOUTHAM LIMITED
MONTREAL

It is to Your Advantage to Carry a Stock of Machine Screws



Ours is the largest and most complete in Canada and you get prompt delivery by ordering to-day from your jobber. We have had the trade for a third of a century and you can't afford to be without the recognized **Standard** goods. Special sizes made up promptly. All dealers "who know" specify our goods.

We also make: Wire—Bright, Coppered and Tinned, Wood Screws, Stove and Tire Bolts, Rivets in Iron, Copper and Brass, Fence Staples, Wire Nails, Tacks, Bright Wire Goods, etc.



Canada Screw Co., Limited

TORONTO

HAMILTON

MONTREAL

Always Reliable! Why??

We are the ACTUAL PRODUCERS



No. 1294

This is our SPECIALTY. The experience of long years as MAKERS of these goods (not mere assemblers) has effected perfection.

Manufactured Throughout by NIXON & WINTERBOTTOM, Ltd., Sheffield, Eng.
THROUGH ALL JOBBERS.

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.

WIRE CLOTH
Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING
Galvanized barb. 2 50 2 55
Galvanized, plain twist. 2 80 2 85
F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, \$2.65 for small lots and \$2.55 for car lots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ½, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, ½, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES
Galvanized 2 85
Plain 2 60

PAINTS, OILS AND GLASS

BRUSHES
Paint and household, 75 per cent..
BEESWAX
Per lb. 0 40

CHEMICALS. In casks per lb.
Sulphate of copper (bluestone) 0 07
Litharge, ground 0 05
" flaked 0 01
Green copperas (green vitrol) 0 01
Sugar of lead 0 03

COLORS IN OIL.
Venetian red, 1-lb. tins pure. 0 08
Chrome yellow " 0 16
Golden ochre " 0 10
French " 0 08
Chrome green " 0 09
French permanent green " 0 13
Sikawriter's black " 0 15
Marine black, 25 lb. irons 0 04

GLUE.
Domestic sheet, in barrels 0 09
French medal " 0 10

PARIS WHITE.
In bbls 1 00

PARIS GREEN.
Barrels 0 16
25-lb. drums 0 17

PIGMENTS.
Orange Mineral, casks 0 08
" 100-lb. kegs 0 09

PREPARED PAINTS.
Barn (in bbls.) 1 gal. ins. 0 70
" 5 gal. tins 0 65
Sherwin-Williams paint, qt tins 1 50
Canada Paint Co.'s pure, qt tins 1 50
Standard P. & V. Co.'s "New Era" 1 30
Benj. Moore Co.'s "Ark" B'd 1 25
Moore's pure linseed oil, H.C. 1 35
Brandram-Henderson's "English" 1 55
Ramsay's paint, pure, per gal. 1 30
" Thistle " 1 10
Martin-Senour 100 p.c. pure, 1 60
Senour's Floor Paints 1 40
Jamieson's "Crown and Anchor" 1 40
Jamieson's floor enamel 1 75
Island City pure paints 1 40
Anderson Peary's, pure 1 30
Robertson's pure paints 1 25

PLASTER OF PARIS
Per barrel 2 30

PINE TAR
Half-pint tins, per dozen 0 60

PUTTY. Standard.
Bulk in casks 1 75
" 100-lb. drums 2 00
Bladders in bbls 2 15

RED DRY LEAD.
Genuine, 550 lb. casks, per cwt 4 50 4 50
Genuine, 100 lb. kegs. " 5 00 5 00
No. 1, casks, per 100 lbs. 4 00 4 00
No. 1, kegs, per 100 lbs. 4 50 4 50

SHINGLE STAINS.
In 5-gallon buckets 0 75

TURPENTINE AND OIL.
Montreal Toronto
Prime white petroleum per gal. 0 13
Water white " 0 14
Pratt's astral " 0 17
Castor oil, per lb. 0 08
Motor Gasoline single bbls. 0 13
Benzine, per gal single bbls. 0 15
Turpentine, single barrels 0 78
Lined Oil, " raw. 0 80 0 80
" " boiled 0 83 0 83

VARNISHES. Per gal. cans.
Carriage, No. 1. 1 50
Pale durable body. 3 50
" hard rubbing 3 00
Finest elastic gear 3 00
Elastic Oak 1 50
Furniture, polishing 1 15
Furniture, extra No. 1. 0 90
" union. 0 85
Light oil finish. 1 30
Gold size japan 2 00
Turps brown japan 1 60
No. 1 brown japan 1 00
Baking black japan 1 35
No. 1 black japan 0 90
Benzine black japan 0 70
Crystal Damar 2 50
No. 1 1 40
Pure asphaltum 1 50
Oilcloth 0 75
Lighting dryer 2 00
Elastiline varnish 2 50
Granitine floor varnish 1 20
Maple Leaf coach enamels 2 50
Sherwin-Williams' kopal varnish 2 00
Canada Paint Co.'s sun varnish 2 40
" Kyanize " Interior Finish 1 80
" Flint-Lac " coach 2 50
B.H. Co.'s "Gold Medal," in cases 2 50
Plattine floor finish 3 00
Elastica exterior finish 4 25
Island City Drednought Finish 2 01
Stovepipe varnish, 4 pints, per gross 8 00
Beeswax per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl. \$2.30.
Pure white shellac varnish, in barrels 1 75
Pure orange " " 1 70
No. 1 orange " " 1 25

WINDOW GLASS
Size United Star Double
Inches. \$4 25 \$ 6 25
Under 26 4 25 6 25
26 to 30 5 10 7 50
31 to 36 5 35 8 50
37 to 42 5 75 9 75
43 to 48 6 25 11 00
49 to 54 7 00 12 50
55 to 60 8 50 15 00
61 to 70 9 75 17 50
71 to 80 11 00 20 50
81 to 85 12 50
86 to 90 15 00
91 to 95 17 50
96 to 100 20 50
Toronto, \$0 p.c. to \$0 and 5. Broken boxes 50 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

Montreal Toronto
Munro's Select Flake White. 5 85 6 10
Elephant Genuine 5 85 6 11
Lily Pure 5 40 5 55
Tiger Pure 5 50 5 50
Monarch (Windsor) 7 00
Essex Genuine 6 00
Brandram's B.B. Genuine 6 85 7 00
" Anchor " pure 5 25 5 90
Ramsay's Pure Lead 5 40 5 55
Ramsay's Exterior 5 25 5 60
" Crown and Anchor " pure. 5 50 5 75
Island City pure lead 5 50 5 75
Sanderson Peary's 5 75
Robertson's C.P. lead 5 65 5 90
Decorators' Pure 5 50 5 65
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).
Extra Red Seal, V.M. 0 07

WHITE ZINC IN OIL)
Pure, in 25-lb. irons 0 08
No. 1, " " 0 07
No. 2, " " 0 05

WHITING.
Plain, in bbls 0 75
Gilders bolted in barrels 1 00

HARDWARE

ADZES.
Carpenters', per doz. 12 50 14 00
Plainship, " " 18 00 22 00

AXES AND HATCHETS
Single bit, per doz. 6 00 9 00
Double bit " 9 60 11 00
Bench Axes 6 75 10 00
Broad Axes 22 75 25 00
Hunters' Axes 5 00 6 00
Boys' Axes 5 75 6 50
Lathing hatchets 4 70 10 00
Shingle " 1 45 6 75
Olav " 1 70 5 00
Barrell " 4 50 6 85

ANVILS.
Taylor-Forbes, prospectors 0 05
Buckworth, per lb. 0 10

AMMUNITION
"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only: Chilled, 40 c.; buck and seal, 80c.; no. 28 ba'l. \$1 20 per 100 lbs.; bags less than 25 lbs., 40c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS
Ford's auger bits. 30 and 10
Irwin's auger. 47½
Gilmour's auger. 60
Rockford auger. 50 and 10
Gilmour's car. 47½
Clark's expansive. 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

doz. pairs.
stearns wood track 4 50 6 00
Zenith 9 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 6 50
Double strap hangers, doz. sets. 6 40
Standard jointed hangers, " 6 40
Steel King hangers 6 25
Storm King and safety hangers 6 50
" rail. 4 25
Crown 4 85
Crescent 6 50
Sotersign. 7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3

BARN DOOR LATCHES

Challenge, dozen 2 25
Defiance, dozen 2 75
Gem dozen 7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 1
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

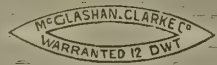
Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new \$1 list Per cent.
" " & smaller. 70
" " 7-16 and up. 60
" " Norway Iron (\$3 list) 60
Machine Bolts, ½ and less 60, 10 and 10
Machine Bolts, 7-16 and up. 60
Plough Bolts, 55, 5 and 10
Blank Bolts. 60
Bolt Ends. 60
Sleigh Shoe Bolts, ½ and less 60 and 10
" " 7-16 and larger 55 and 5
Coach Screws, new list. 75
Nuts, square, all sizes, 40c. per lb. off.
Nuts, hexagon, all sizes, 40c. per lb. off.
Stove Rods per lb., ½ to 60.
Stove Bolts, 80

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll. 0 70
O. K. paper, No. 1, per roll. 0 75
O. K. paper, No. 2, 0 70
Plain Fibre, No. 1, per 400 ft. roll. 0 45
Tarred Fibre, No. 1, per 400 ft. roll. 0 55
Tarred Fibre Cyclone, 25 lb., per roll. 0 55
Dry Cyclone, 15 lbs. 0 45
Tarred Sheathing (Joliet), 25 lb. 0 40
Tarred Felt, 7 oz., 50 lbs. 1 80
Plain Surprise, per roll. 0 35
Resin sized Fibre per roll. 0 40
Asbestos building paper, per 100 lbs. 4 00
Heavy straw, plain & tarred, per ton 37 50
Same in Maritime Provinces " 42 50
Carpet Felt, per 50 lbs. 1 40
Tarred wool roofing felt, per 100 lbs. 1 80
Pitch, Boston or Sydney, per 100 lbs. 0 70
Pitch, Scotch, per 100 lbs. 0 65
Heavy Fibre, 3½ & 60, per 100 lbs. 3 00
2 Ply Ready Roofing, per square. 0 80
3 " " 0 85
2 Ply complete, per roll. 1 45
3 " " 0 15
Liquid Roofing Cement, brls., per gal. 0 20
Crude Coal Tar, per barrel. 3 50
Refined Coal Tar, tins, per doz. 1 00
Refined Coal Tar, per barrel. 4 50
Shingle varnish, per barrel. 4 50
Caps, per lb. 0 08
Nails, per lb. 0 05
Mop cotton, per lb. 0 15



Are you stocking this **SPLENDID SELLING LINE?**

Our knives are made of the best crucible steel, are finished with the utmost skill, and are carefully hand-burnished. Done up in neat racked boxes, containing half dozen each.

The McGLASHAN, CLARKE CO., Ltd. NIAGARA FALLS CANADA

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que.

N. F. GUNDY, 61 Albert St., Toronto, Ont.

DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

BUTTS

Plated, bower barff & nickel, No. 241, 45 p.c.
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin,
70 per cent.
rescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl 1 50 1 65
White Bros. English 3 00 3 05
" Lafarge " cement in wood 3 40
Fire brick, Scotch, per 1,000 23 00 23 00
" English 17 00 21 00
" American, low 23 00 25 00
" high 27 50 35 00
Fire clay (Scotch), net ton 5 50

CHALK AND PENCILS

Carpenters Colored, per gross 0 65 0 80
" lead pencils, per grs 2 40 6 75

CHISELS

Cold chisels, 5 x 6 in., doz 2 20
Bevel edge, 1 inch, doz 2 50

CHAIN

Proof coil, per 100 lb., 2 in., \$6.00; 5-16 in., \$4.85; 3/4 in., \$4.25; 7-16 in., \$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 5/8 in., \$3.65; 3/4 in., \$3.60; 1 in., \$3.45; 1 1/4 in., \$3.40.
Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47 1/2 per cent.

CLAMPS

Malleable swivel head, 4 in. 2 50
" adjustable, 4 in. 7 60
Carpenters, 3 feet. 3 60

CONDUCTOR PIPE

2 inch, in 10 foot lengths 3 00
4 " " 3 65
5 " " 4 80
6 " " 6 60
8 " " 8 00

COPPER AND NICKEL WARE

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pails, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

BINDER TWINE

500 feet, sisal 0 08
800 " standard 0 08
550 " manilla 0 09
600 " " 0 11
650 " " 0 13
Car lots, 10 less; 5-ton lots, 10 less.
Central delivery.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS

Canadian, 45 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand) 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DRAW KNIVES

Carpenters, 6 inch, doz 5 25
Folding handles, 8 inch, doz 11 85

DRILLS

Bit stock drills, 3-32 in., doz 9 57

SCOUTHOOMS

Canadian, 45 and 10 per cent.

SCOUTHOOM PINS

Steel, discount 50 per cent.
rass, 85 per cent.

RAVETROUGHS

8 inch, in 10 foot lengths 2 75
10 " " 3 00
12 " " 3 50
15 " " 5 10
Add extra 10c. per 100 on O.G. Round Bead Trough.

FACTORY MILK CANS

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12 1/2 p.c.

FAUCETS

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62 1/2
Jowett's (English list)	27 1/2

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

HAMMERS

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farmers hammer, 10 oz, doz	6 80
Tinners setting 1/2 lb., doz	4 50
Machinists, 1/2 lb., doz	3 20

HARVEST TOOLS

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, 3/4 inch, per gross	9 00
" " 1 inch, per gross	10 00
" " 1 1/2 inch, per gross	12 00
Leather, 1-inch, per doz	4 00
Leather, 1 1/2 " per doz	5 20
Web, per doz	2 45

HINGES

Blind, discount 50 per cent.
Heavy T and strap, 4 in 100 lb. net 7 35
" " 5-in. " 7 00
" " 6-in. " 6 75
" " 8-in. " 6 50
" " 10-in. and larger 6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—

under 12 in. n. per 100 lb. 4 25

over 12 in. " 3 35

Orate hinges and back flaps, 65 and 5 p.c.

Orate hinges and hinge hasps, 65 p.c.

Spring, per gro., No. 5, \$16.10 No. 10, \$16.10;

No. 20, \$8.40; No. 50, \$17.50; No. 51,

\$7.75; No. 120, \$14.10.

Screw door sets, No. 2350, \$14.95; No. 2360,

\$19.55; No. 2375, \$21.85; No. 1192, \$19.55.

Chicago Spring Butts and Blanks, 12 1/2 per cent.

Triple End Spring Butts, 30 and 10 per cent.

Chicago Floor Hinges, 37 1/2 and 5 off.

Garden City Fire House Hinges, 12 1/2 p.c.

"Chief" door hinge, 60 p.c.

HOOES

Wrought iron hooks and staples—
1/2 x 5..... per gross 2 25
5-16 x 5..... 3 40
Bright wire screw eyes and hooks, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

HORSE NAILS

M.R.M. cold forged process, list Feb. 1, 1908.
\$2.45 per box base.
Capwell brand, quotations on application.

HORSESHOES

M.R.M.' & 'Bell' brands iron, light & medium,
No. 1 and smaller, \$3.75; No. 2 and larger,
\$3.50; snow pattern No. 1 and smaller, \$4.00,
No. 2 and larger, \$3.75; "X.L." new light
steel, No. 1 and smaller, \$4.10; No. 2 and
larger, \$3.85; "X.L." featherweight steel, No.
0 to 4, \$5.25; Special countersunk steel, No.
0 to 4, \$5.50 pkg; toe-weight, all sizes, \$6.00.
F.o.b. Montreal and Belleville. Extras for
packing.
Toeclaks Standard, J.P. & Co., "Blunt" No.
1 and smaller, \$1.50; No. 2 and larger, \$1.25.
"Sharp" No. 1 and smaller, \$1.75; No. 2 and
larger, \$1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS

Taylor-Forbes, 4 1/2 per lb.

ICE CREAM FREEZERS

White Mountain, 50 p.c.

KNIVES

Hay knives, net list.
Claus, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel,
50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES

Asbestos mats, 50 p.c.	0 40	0 75
Can openers, per doz	0 50	0 90
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood " " 50	0 50	0 60
Vegetable slicers, per doz	2 25	
Universal meat chopper No. 1	1 15	
Enterprise chopper, each	1 30	
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	0 60	
Toasters, 50 p.c.		
Fire shovels, 50.		
Oil camp stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast... per doz. 6 75
Lift Tubular and Hinge Plain " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, \$1.20
Lamp wick, 60 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives,
12 in., \$5.25; 9 in. wheel, 3 knives, 12 in.,
\$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75;
10 1/2 in. wheel, 4 knives, 12 in., \$8.50; 10 1/2 in.
wheel, 4 knives, 12 in., ball bearing, \$10.00.
50 per cent. f.o.b. Guelph.
D. Maxwell & Sons—8 in. open wheel,
3 knives, 12 in. \$2.75; do., 4 knives, \$2.85;
9 in. wheel, 3 knives, 12 in. sizes, \$3.30;
do., 4 knives, \$3.50; 10 1/2 in. wheel, 4 knives,
12 in. sizes, \$4; ball bearing, \$4.85.

LOCKS AND KEYS

Canadian 45 and 10 per cent.

MALLETS

Tinamiths, 2 1/2 x 5 1/2 in., per doz 1 25
Carpenters', round hickory, 6 in., per
doz 1 95
Lignum Vitae, round 5 inch, per doz 2 40
Caulking, No. 8, oak, per doz 15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in package 6 10

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, \$3 dozen
Picks, 6 to 7 lb., 4.25 doz.
Pick handles, \$1.85 dozen.
Prospectors' hammers, 16 1/2 cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 34 cents per lb.

MOPS AND IRONING BOARDS

Mops, per doz 1 20 1 50
Folding ironing boards 15 25 15 00

NAILS

	Wire
1-1 1/2 inch	3 35
1 1/2 inch	3 05
1 1/2-1 3/4 inch	2 75
2-2 1/2 inch	2 65
2 1/2-3 inch	2 50
3-3 1/2 inch	2 45
3 1/2-4 inch	2 40
4 1/2, 5, 5 1/2, 6 inch (base)	2 35
Cut nails—Montreal, \$2.40; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1/2 per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs.	2 85

ORAM

Plumbers per 100 lb. 4 50

OILERS

Kemp's Tornado and McClary's Model
galvanized oil can, with pump, 5 gal-
lon, per dozen 10 00
Davidson oilers, 40 per cent.
Zino and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED WOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42 1/2
"Singapore" and "Alaska" Nevada silver
flatware, 42 p.c.

PIECED WARE

Discount 40 per cent.
"Hot" flaring sap buckets, 40 per cent.
5, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Oval hods, 45 per cent.
Boiler and tea kettle pitta, 40 p.c.

PLANES

Wood bench, Canadian, 40, American, 35 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLIERS AND NIPPERS

Button's genuine, 37 1/2 to 40 per cent.

PUMPS

Berg's wing pump, 75 per cent.

RASERS

	per doz.
Boker's	7 50
" King Cutter	15 00
Henckel's	7 50
Claus automatic safety	27 00
Claus perfect stropper	16 00
Gillette safety, each	5 75
Claus Razor and strops, 50 per cent	
Ever Ready Safety	9 00

CLAUSS FETLOCK SHEARS



Hand forged from finest steel and welded on a perfect steel forging. Positively guaranteed and if not satisfactory, exchangeable.

MERCHANTS, WRITE FOR CATALOGUE WITH TRADE DISCOUNT.

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE

TORONTO

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

ROPE AND TWINE.

Sisal rope	0 09
Pure Manila rope	0 11
"British" Manila	0 09
Cotton, 3-16 inch and larger	0 21
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08
Sisal bed cord, 48 feet	0 65
" " 60 feet	0 80
" " 72 feet	0 95
Cotton clothes line, 27 1/2 off. ..	0 27
Bag, Russian twine, per lb.	0 26
Wrapping, cotton, 3-ply twine ..	0 30
" " 4-ply twine	0 33
Mattress twine per lb.	0 37
Staging	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12 1/2 per cent.
Copper Burrs only, 22 1/2 p.c.
Extras on Coppered Rivets 1-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2 1/2c. per lb.

RIVET SETS.

Canadian, 35 to 37 1/2 per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each.	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set ..	0 75
" No. 50, nickel-plated, "	0 30
" handles, japanned, per gross ..	8 40
Common, plain,	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sections, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs.	1 40

SASH CORD.

No 8, per lb.	0 32 1/2
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SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, 15 per cent

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28 1/2 inches	1 60
Perfection window screens, 14x15, open 22 1/2 inches	1 80
Model window screens, 14x22, open 36 1/2 inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne - Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelleu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCOTCH SWATHS.

Canadian, 40 per cent.

SCREWS

	Percent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	65 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	\$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37 1/2 per cent.
Baker, hockey 30c. upwards : spring,
Empire hockey sticks, \$3.00, \$3.50.
Micmac and Rex sticks, \$4.00, \$6.00.
Pucks net, \$1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2 1/2 p.c.;
No. 3 and 4 grade, 60 and 2 1/2 p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7 1/2, doz. net.. \$2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12 1/2 per cent.
Retinned, 75 and 12 1/2 per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000 7 50
Eureka tinned steel, hooks 8 00 |

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1/2 p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00

7 inch 7 50 |

STOVEPIPE ELBOWS

5 and 6-inch, common 1 22 |

7-inch 1 35 |

Polished, 15c per dozen extra.

Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75 |

STONES—OIL AND SCYTHES.

Washita	per lb. 0 25	0 37
Hindustan	" 0 06	0 10
" slip	" 0 18	0 20
" Axe	" 0 10	0 10
Deer Creek	" 0 10	0 10
Deerlick	" 0 25	0 15
" Axe	" 0 15	0 15
Lilly white	" 0 48	0 48
Arkansas	" 1 50	1 50
Water-of-Ayr	" 0 10	0 10
Scythe	per gross 3 50	5 00
Grind, 40 to 200 lb., per ton ..	20 00	22 00
" under 40 lb.,	24 00	
" 200 lb. and over	28 00	

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15 (in kegs), 40; out tacks, blued, in dozens only, 75; 2 weights, 60; Swedes out tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12 1/2; Swedes, gimps, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12 1/2; strawberry box tacks, 75 and 12 1/2.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., each.... 0 94
" steel, No. 264, 66 ft., each 3 15
Chesterman's linen, No. 1822, 66 ft. ea. 1 10
" Metallic, No. 1821 1 95 |

" Steel, No. 1840, 60 feet 4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SHIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

Plain and retinned, 75 and 12 1/2.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 45 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 60 per cent.

TRAPS (RAT AND MOUSE)

Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps ..	0 25
Hold-Fast (formerly Devil) Rat Traps ..	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12 1/2
Hinged pipe vise, 25 lbs.		3 55
Saw vise	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

WASHING MACHINES.

New Ontario.....	41 25
Round, re-acting per doz.	73 75
Square	77 50
Downsall.....	48 75
New Century, Style A.....	93 75
Ideal Power.....	165 00
Daisy.....	67 50
Stephenson	74 00
Puritan Motor.....	165 00
Connor, improved.....	48 75
Ottawa.....	51 25
Connor Ball Bearing.....	108 75
Connor Gearless Motor Washer ...	172 50
20 per cent.	

WRINGERS.

Royal Canadian, 11 in., doz.	42 25
Improved Royal Canadian, 11 in.	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in.	45 75
Ottawa, 3 year, 11 in.	52 00
Favorite 5 year, 1 in.	53 00
20 per cent.	

WHEELBARROWS

Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 2 1/2 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " neekyokes, 36 in.	0 95
" " doubletree, 40 in.	0 95
" " lumbermen, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neekyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

WRENCHES

Agricultural, 67 1/2 p.c.

WROUGHT IRON WASHERS.

Canadian, 50 per cent.

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Rowland, H. S., Sons & Co., Toronto.

Lewis Bros. & Co., Montreal.

Wm Stairs Son & Morrow Co., Halifa

Wire Goods

Canadian Sales and Mfg. Co.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN

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KEARNEY and
FOOT

McCLELLAN



GLOBE

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GREAT
WESTERN

J. B. SMITH

Dominion Works, Port Hope, Ont.

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.
Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

ALLAN, WHYTE & CO.'S WIRE ROPES,
ARTHUR JAMES' FISH HOOKS,

IMPERIAL COTTON DUCK,
SCOTIA READY MIXED PAINTS.

General Offices and Warehouses,

174 to 196 Lower Water Street



A Western Sportsman's View of The ROSS SPORTING RIFLE

Crandall Beamish, writing from Onoway, Alberta, says:—

"The Sporting Rifle I bought of you is giving first-class satisfaction. It cannot be surpassed for accuracy and smoothness of action. I can heartily recommend it."

The same sentiment is expressed in hundreds of testimonials from all over the world. The points that are universally emphasised are—

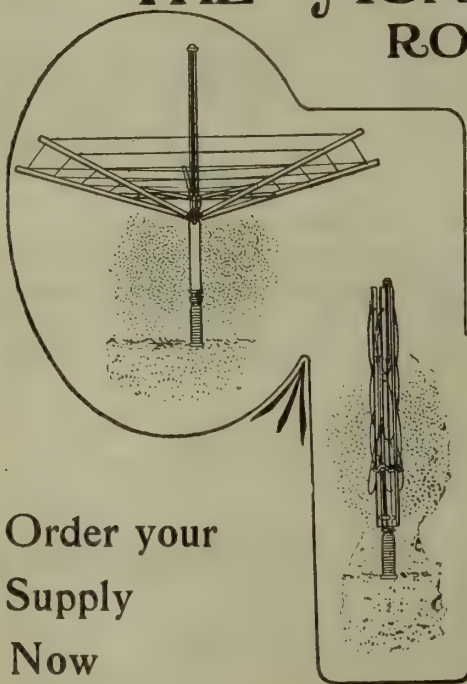
Appearance - Accuracy - Reliability

There is no part of Canada from which these reports do not come, and there is not a town in Canada where Ross Sporting Rifles will not be in demand.

ROSS RIFLE CO. - - QUEBEC

Something that every housekeeper will want

THE MONITOR ROTARY LAWN CLOTHES DRYER.



Order your
Supply
Now



and on account of our advertising it won't be long before they'll be coming to your store asking for the

MONITOR

150 ft. line, and every line within easy reach. Stand in one spot to hang out a large wash.

The lines come to you

NO tramping through wet, snow or mud, carting a heavy clothes basket around the yard. NO soiled clothes. NO dirty lines. NO obstruction on lawn or in yard. NO trouble to set up and take down.

The Dowsell Mfg. Co.
Limited
HAMILTON - CANADA

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY
Combining all the valuable features which experience has demonstrated to be desirable.



TRADE MARK
CSB CO.

Chicago Spring Butt Company.

CHICAGO NEW YORK
Send for Catalogue M 26

We're at it again—

reminding you that our stock of rim and mortise locks and of inside, front and store door sets cannot be beaten for quality and price. You will find they just fill your requirements and will prove profitable sellers.



Cylinder Night Latch, No. 103

Write for Catalogue

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.



LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868.

Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve

Medals



Awarded

By JURORS at

International Expositions
Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



VALVE DISCS



Nothing to equal them
has ever been made

THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED

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WE SHALL BE PLEASED TO QUOTE ON YOUR
REQUIREMENTS FOR:

Zinc Spelter
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Ingot Copper
Sheet Copper
Pig Lead
Antimony
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Bar Tin
Red Lead
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Orange Mineral
Zinc Oxides
Nitrate of Lead
Lithopone
Borax
Boracic Acid
Epsom Salts

B. & S.H. THOMPSON & CO., LTD.

381-383 St. Paul Street,

MONTRIAL, P.Q.



DELTA FILE WORKS

CARVER FILE CO.
PHILADELPHIA, PA.

An Independent organization not connected with the trust in any form, shape or manner.



The Highest Grade File Made
The File You Will Eventually Buy

BE FILE Particular
AND USE

DELTA FILES

THERE IS A REASON

Absolutely; Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

CARVER FILE COMPANY DELTA FILE WORKS Philadelphia, Pa., U.S.A.

AN INDEPENDENT ORGANIZATION NOT CONNECTED WITH THE TRUST IN ANY FORM, SHAPE OR MANNER.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

Montreal: 701-702 Eastern Townships Bank Bldg.
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Winnipeg: 511 Union Bank Bldg.
London, Eng.: 88 Fleet St., E.C.

VOL. XXII.

PUBLICATION OFFICE: TORONTO, JANUARY 8, 1910

NO. 2.

POCKET **H. BOKER & Co's** KNIVES
IMPROVED
TREE BRAND
TRADE MARK
CUTLERY RAZORS SCISSORS

For Sale by leading Wholesale Hardware Houses

For Fifty Years

"QUEEN'S
HEAD"



**GALVANIZED
IRON**

has been the STANDARD of the WORLD.

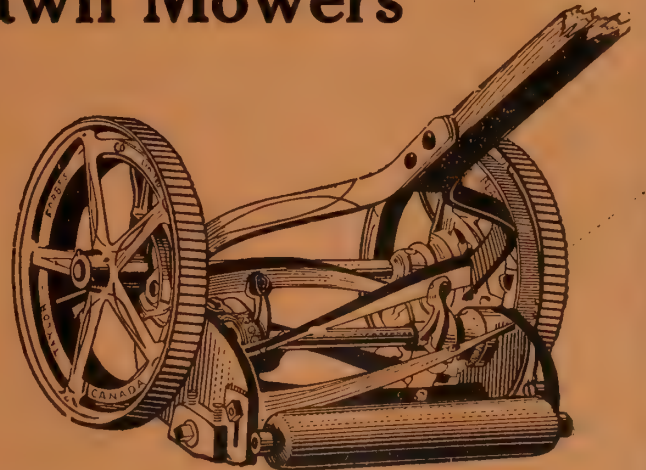
John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd
Montreal
Managers Canadian Branch

WE GUARANTEE EVERY MACHINE

Taylor-Forbes Lawn Mowers

Just think what it means to you to handle a mower that is recognized as the standard, that is the most widely known Canadian machine and so extensively advertised that a demand is created for it in every city, town and hamlet in the Dominion.



Taylor-Forbes Co., Limited
Largest Manufacturers of Lawn Mowers in Canada

HEAD OFFICE AND WORKS

Guelph

Ontario

TAYLOR-FORBES CO., Limited, 122 Craig St. West, MONTREAL
H. G. ROGERS, 53 1/2 Dock St., ST. JOHN, N.B.

W. A. MACLENNAN, VANCOUVER, B.C.

J. B. H. RICKABY, VICTORIA, B.C.

HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN MANUFACTURERS AGENCY, LONDON, ENGLAND.

Steel Specialists to make Tools

¶ We have purchased the plant occupied recently by Jas. Warnock & Co., Galt, Ontario, and commenced manufacturing High-Grade Edge and Lumbering Tools.

¶ Mr. Allan Hills, our president, is a practical steel manufacturer and has secured the necessary capital to place the business on a proper footing. His experience was gained while occupying an important position with Wm. Jessop & Sons, Sheffield.

¶ Our output consists of Edge and Lumbering Tools of the highest quality. In order that our steel may be exactly right, we have engaged the head chemist of Wm. Jessop & Sons, who will devote his attention exclusively to the proper hardening and tempering of all steel used in our tools.

¶ The old Warnock plant, which we are operating, is equipped with the most modern machinery. We thus possess the skill, the experience and the facilities to manufacture Edge Tools of the Highest Grade.

*We are the only firm in Canada manufacturing
a complete line of Edge and Lumbering Tools.*

All tools are made from the best Sheffield steel and are thoroughly tested before shipment. We will replace any tool found defective in quality or workmanship.

Allan Hills Edge Tool Company, Limited
Galt - - - - - Ontario

N. J. Dineen, Western Representative

BENCH AXES
CHISELS
DRAW KNIVES
CHOPPING AXES
STRIKING
HAMMERS
PEAVIES
CANT HOOKS



This cut shows the celebrated MIKADO AXE which has long enjoyed an excellent reputation while being manufactured by James Warnock & Co.

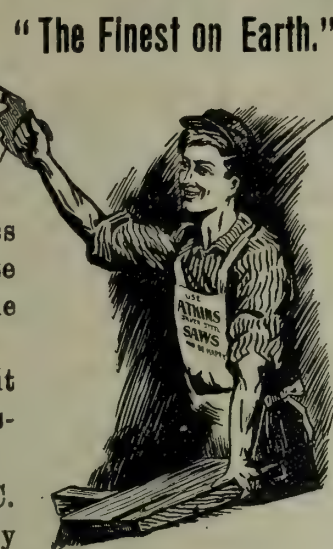
ATKINS SAWS

Made
in
Canada.

"The Finest on Earth."

Strictly High Grade. Made for the best mechanics who want, appreciate and will pay for the Finest Tools. They bring a good profit and satisfy your customer.

The name "E. C. Atkins & Co." on every blade.



E. C. ATKINS & CO., Ltd.

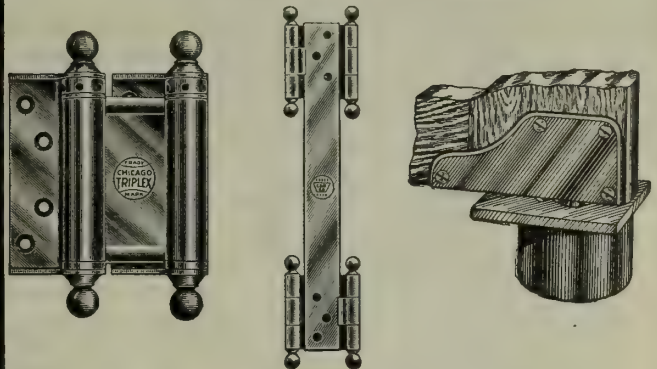
Hamilton, - Ont.

Home Office and Factory, Indianapolis,
Indiana, U.S.A.

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.



Chicago Spring Butt Company,

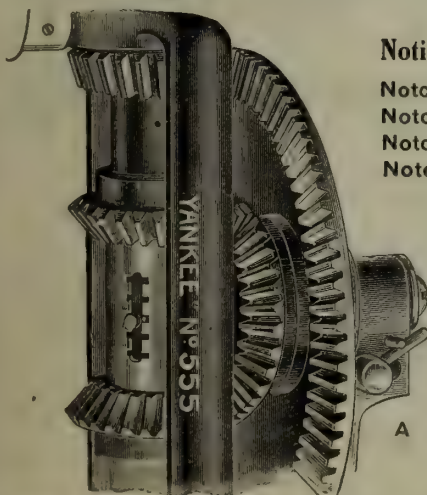
CHICAGO

NEW YORK

Send for Catalogue M 26

"YANKEE" Breast Drill with Automatic Double Ratchet Adjustable Ball Bearings

The
Latest
and
Greatest



Notice the little shifter between the gears:—

Notch 1—gives you a plain drill.

Notch 2—A Left Hand Ratchet for removing taps, etc.

Notch 3 A Right Hand Ratchet.

Notch 4—An Automatic, Alternating Right and Left Hand Ratchet, the bit turning continually to the right regardless of the motion of the crank. A great advantage at close quarters where only a short throw of crank can be obtained. A true time saver.

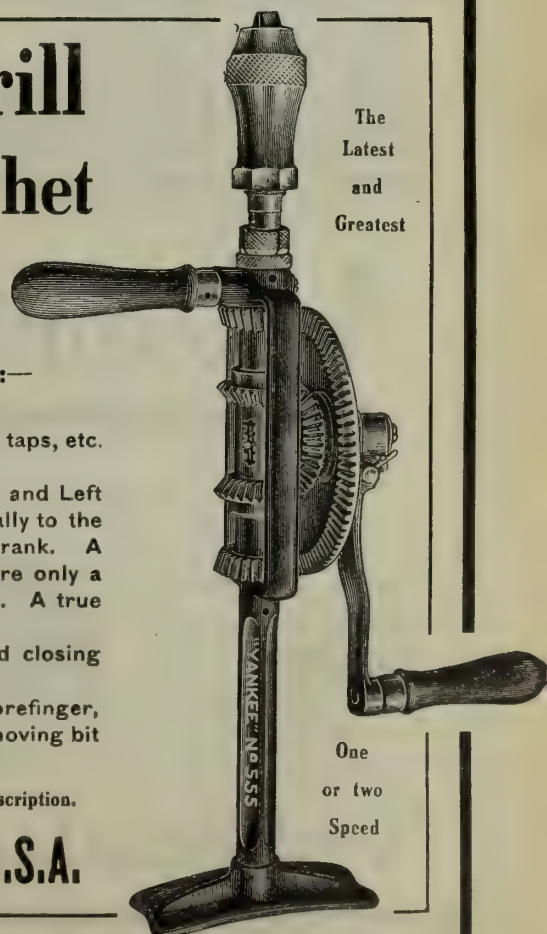
Notch 5—Locks drill for opening and closing chuck.

Lever A—Change of speed with forefinger, without releasing hold on crank or removing bit from hole.

Sold by leading jobbers.

Write for full description.

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



One
or two
Speed



Get After the Merchants in Your Town

Do you know that our Metallic Ceilings and Walls are the most sanitary and artistic interior coverings a merchant can have in his store? They prevent the dust and dirt falling—a continual nuisance with plaster and wooden ceilings—and add so much to the appearance of the store—so many varied, artistic designs suitable for any class of business to select from.

Further, our Metallic Ceilings and Walls are fire and moisture proof and will greatly reduce insurance rates. They are very economical—in fact will last a lifetime. We use only the highest grade steel plate—every design being carefully and deeply stamped—absolutely no bulging—the best metallic ceiling on the market.

Get after this business—convince your fellow merchants of the many advantages of Metallic Ceilings and Walls, and then send measurements of their stores for estimates.

We are manufacturers of Eastlake Metallic Shingles—Metallic Siding - Lath—Cornices—Skylights—Ventilators—Finials—Pressed Zinc Ornaments—Eavetrough—Conductor Pipe and Fireproof Windows and Doors.

WRITE FOR CATALOGUE

"Do you know this firm is the oldest and largest sheet metal building material house in Canada? I guess their policy, 'Protection to the Trade,' has helped them a lot."—*The Philosopher of Metal Town.*



1670

Hardware Men, Stock Up

NOW IS THE TIME THE MILLS AND FACTORIES

Require Babbitt Metal

Re-Babbitting is always done in the quiet and stock-taking time

Mogul in 100-lb.
boxes, 6c. per lb.
Toronto, net



Get our prices on
other grades

Babbitt Metal for all requirements

The Canada Metal Co., Ltd., Toronto

BLACK DIAMOND GOODS *Fully Guaranteed*



Single Bit

Axes bearing this brand are the best axes made. We would like you to send us a sample order and prove it.

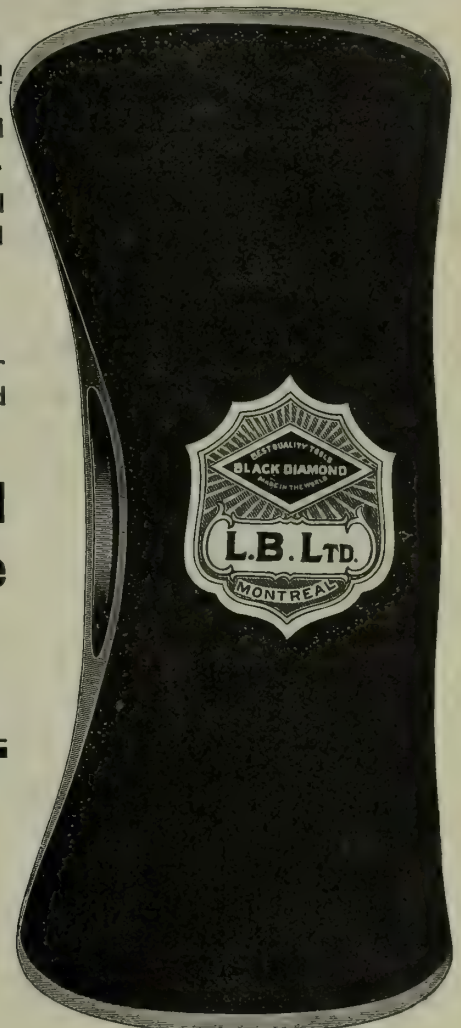
Prices reasonable.

Stocked in all popular shapes, both Single and Double Bit.

Black Diamond Axe Catalogue

No. 39

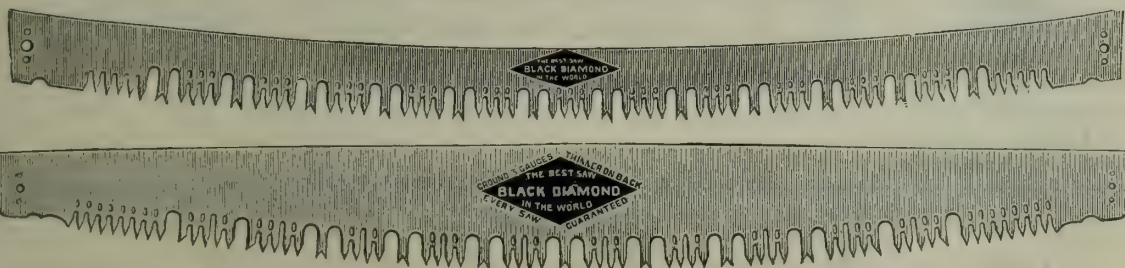
will be supplied
upon request



Double Bit

Our advice to you is to sell
good goods at reasonable prices.
In this class we offer you

"BLACK DIAMOND" CROSS CUT SAWS



LEWIS BROS., LIMITED

EXCLUSIVE DISTRIBUTORS OF "BLACK DIAMOND" CROSS CUT SAWS AND AXES

MONTREAL

OTTAWA

TORONTO

VANCOUVER

Round Spur-Geared Blocks

THE BEST IS NONE TOO GOOD
When Every Minute Counts

Insist on Getting The Best

Sell Round's Good Money Makers

The Round Spur-Geared Blocks raise the load twice as fast and with less exertion than any other blocks made.



Round Spur-Geared Block
with gear case removed.

You are losing money by
using slow-speed hoists.



Get an up-to-date Fast Round
Block, one that will save you
50 per cent. of the time spent
in lifting.



Style No. 2-3 5 tons.

A trial of these Blocks will convince you of what we say.

WE
SHIP PROMPTLY

WRITE FOR PRICES
Ask our travellers about this line

WE
SHIP PROMPTLY



FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal

:

:

:

:

:

Canada



Headed Your Way!



Our travellers are out again, more than ever encouraged with the outlook for general business, and the superb selling lines we handle in all lines of hardware. Howland representatives are qualified by experience to assist customers by way of suggestion. Their work is not merely to sell you goods, but to help in every way to make your business profitable. We are constantly at the service of our customers in every way that we can reasonably be of service.

H. S. Howland, Sons & Co., Limited
Wholesale Hardware Merchants

WE SHIP PROMPTLY

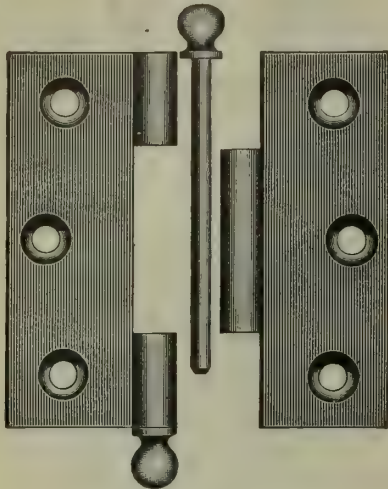
TORONTO

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



Registered



QUALITY

is the potent force that has placed

"Crescent Brand" Butts and Hinges

in the proud position they now occupy in the realm of Hardware. Whether judged from the standard of "appearance" or that of "intrinsic worth," there can be no question of "Crescent Brand Superiority."

The prices are not any higher than is asked for the inferior makes.

Merchants who desire the Builders' and Contractors' Orders

cannot afford to stock any Butts or Hinges that are not made by

CANADA STEEL GOODS COMPANY, Ltd.
MANUFACTURERS. - - HAMILTON, CANADA

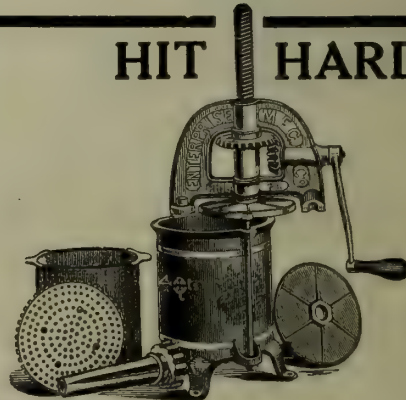
AIM SURE

Will you be ready for "Sausage Days?"

Will you have in stock the two machines sausage makers consider indispensable?

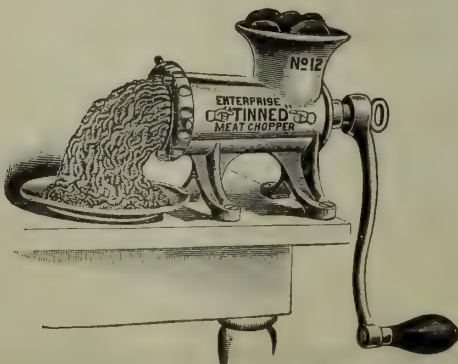
Folks who know—and most folks do—will ask for and insist upon

HIT HARD



"ENTERPRISE"

Meat and Food Choppers



Sausage Stuffers, Lard and Fruit Presses

Mechanism simple—durable—and graceful. One chops the meat, leaving no lumps, no particles uncut. The other stuffs the sausage smoothly—without air bubbles.

Get ready now while there is time.

Aim Sure—Hit Hard

An attractive sign and a liberal supply of advertising matter will be sent upon request to every dealer.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York 544 Van Ness Avenue, San Francisco

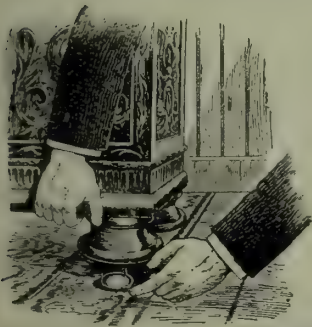
The Story of the Domes of Silence

WHAT THEY ARE

The Domes of Silence, or patent Invisible Castors, are bright little Steel Domes, which enable all furniture to **GLIDE SOFTLY, SILENTLY** and **SMOOTHLY** over carpets or any kind of flooring.

They are quite different from the old unsatisfactory wheel castors, which, as a rule, are only used for heavy armchairs and sofas.

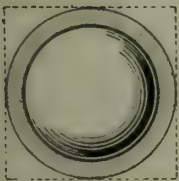
THE DOMES OF SILENCE OR PATENT INVISIBLE CASTORS



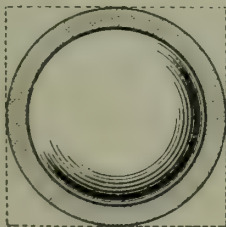
on the contrary, may be fitted in an instant to any kind of furniture. They are most marvellously effective for Cabinets and heavy Wardrobes. Have no wheels, and need no screws or nails. The Lady of the house can apply them herself to light furniture, with a gentle touch of the hammer. For heavy furniture, if placed underneath, the weight alone fixes them permanently in position.

They are so simple it is a marvel they were not thought of before. They cannot get out of order, save all strain on the furniture legs, a matter of the utmost importance where valuable furniture is concerned, and obviate all wear and tear on the carpets. The cost is practically nominal.

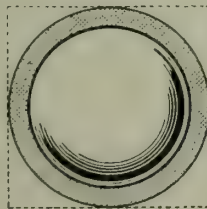
THREE SIZES



SMALL



LARGE



MEDIUM



HOW TO FIT THEM.

Gently knock the Dome into the **Centre** of the furniture leg.

SOLE WHOLESALE DISTRIBUTORS FOR CANADA

Caverhill Searmont & Co

MONTREAL & WINNIPEG

Brantford "Roofing" Co.'s Brands

OF READY ROOFING

Viz. **"Brantford Asphalt"**

"Brantford Rubber"

Are popular everywhere.

Do you handle them?

Our Contract to Agents is attractive.

"Brantford Crystal"

and **"Mohawk"**

Simonds' "Crescent Ground" Cross-Cut Saws

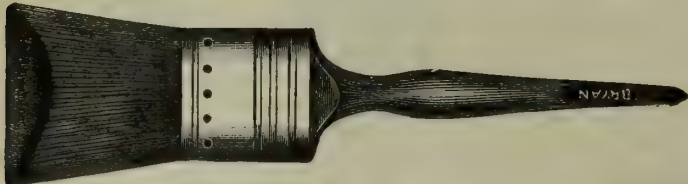


The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd.

Montreal, P.Q., Vancouver, B.C., St. John, N.B.



Don't Place Your Order

for Spring Brush Supplies until you have seen our exhibit at the Hardware Convention in London next February. You will also find a hearty welcome at our warehouse any time, and you will find there a very wide variety of Brushes, Brooms and Woodenware to select from.

Ask the Man Who Uses the Brush About Bryan's

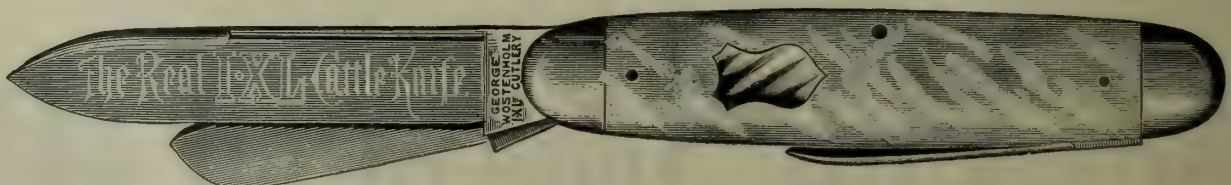
Thomas Bryan, Limited, London, Ontario

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton

Wostenholm's Fine Sheffield Cutlery

Trade Mark, **I - X L**

CATTLE KNIVES—No. 1760—Pearl, also in Stag and Black Handles



Cost no more than inferior brands. Insist on I-XL. For sale by all leading jobbers.

A. MACFARLANE & CO., MONTREAL, Canadian Representatives.

GILLETTE'S THANKS

are due to the retail hardware men of Canada, and we tender them to you most heartily.

Our sales for 1909 were far above our record for 1908, and while we feel like taking some of the credit to ourselves, we appreciate fully how much of this increase is due to your persistent, enthusiastic pushing of the GILLETTE.

We are doing our level best to make the GILLETTE always worthy of your highest recommendations, and good enough to delight every man to whom you sell it.

We are doing our best, by our advertising, to send more buyers to your store.

Over a million more GILLETTES are in use to-day than a year ago. That means a million more walking advertisements for us, of the most effective kind.

THAT means bigger sales and more profits than ever for 1910—if we all keep working for them as we have been doing.

The Gillette Safety Razor Company of Canada, Limited

Office and Factory, 63 St. Alexander Street, Montreal.



Disston

FILES

An EXPERT machanic ALWAYS remembers what you RECOMMEND to him. Sell a workman a DISSTON File, and thereafter he'll say—"I want a DISSTON File." 30,000 dozen DISSTON Files are used in the DISSTON Saw Works alone—made from DISSTON Crucible Steel to get the RIGHT hardness. Using so many, you may be SURE that DISSTON makes a DISSTON File keep its EDGE. Workmen like a DISSTON File because it stays SHARP. The DISSTON Line of Saws, Tools and Files will INCREASE your trade—that trade has INCREASED the size of the DISSTON Works.

HENRY DISSTON & SONS, INC.

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA

U.S.A.



BE READY To Supply the Loggers

Camps will be started soon and Logging jobbers
are always in a hurry for supplies, such as :

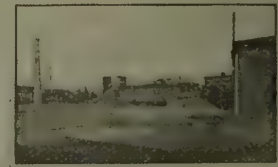
**Cant Hook Stocks, Loading Blocks
Skidding Tongs, Saw Wedges
Cant Hook Steel, etc.**

Canadian Logging Tool Company, Limited

SAULT STE. MARIE

ONTARIO

THE LARGEST MAKERS OF FINE LAMP BLACKS IN THE WORLD



WILCKES MARTIN WILCKES CO. MAIN OFFICE, 135 WILLIAM STREET NEW YORK, N.Y.

FOREIGN AGENCIES, LONDON, PARIS, CHAUX-DE-FONDS, BUENOS AIRES, SIDNEY AUSTRALIA, YOKOHAMA, JAPAN, VIENNA, MILAN, ITALY, HAMBURG.

E. FIELDING, 34 YONGE ST, TORONTO, AGENT FOR ONTARIO.

Taylor's Cutlery

WITNESS



KEEPS THE EDGE

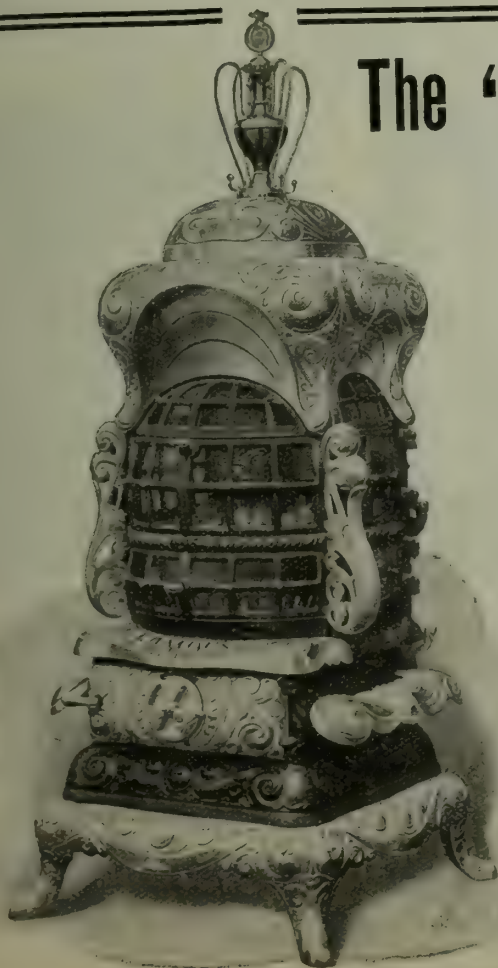


WRITE FOR CATALOGUE and PRICES

DECATUR, BULL & Co.

SELLING AGENTS.

MONTREAL, CANADA.



The "Famous" Base Burner

—Here it is—

You know the stove, the new 400 series, and you know its features, such as triple exposed flues, double mica door catch, etc., the best stove on the market, and we have lots of them in stock, waiting for your call. Perhaps you have not tried it yet; if not

TRY IT NOW.

McCLARY'S

London, Toronto, Vancouver, St. John, N.B.
Montreal, Winnipeg, Hamilton, Calgary.

PIG IRON

BRANDS :

“Glengarnock” “Carnbroe” “Jarrow”

Prompt Shipments.

Attractive Prices.

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

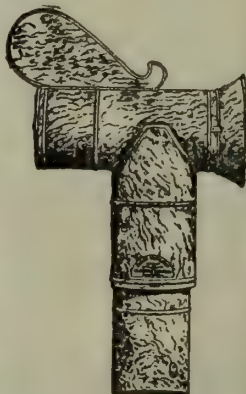
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

“Zephyr Ventilator”

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the “Zephyr Ventilator” in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The “Zephyr” cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The “Zephyr” makes high chimneys unnecessary.



Dear Sirs: -

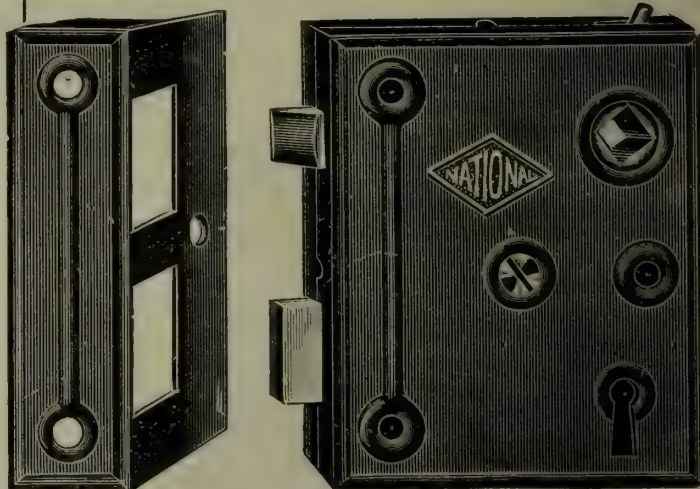
SYDNEY, Dec. 6th, 1905

Replying to yours of November 28th, we have purchased a number of “J. W. HARRIS ROTARY VENTILATORS” during the last few years, and in every case they have proved satisfactory.

Yours truly,
SHAW & MASON.

Made by
THE J. W. HARRIS MFG. CO., LIMITED
CONTRACTORS
Montreal

When you want



Steel Rim Locks

insist on having the

NATIONAL BRAND

No others are quite as good.

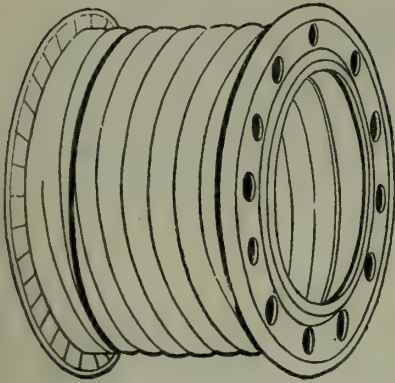
NATIONAL HARDWARE CO., Limited

ORILLIA

ONTARIO

CANADA

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both Floors and Partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

CANADIAN PACIFIC WESTERN EXCURSIONS

Single Fare

Plus \$2.00 for the
Round Trip

From all stations in Ontario, Port Arthur and West, Manitoba, Saskatchewan and Alberta, to

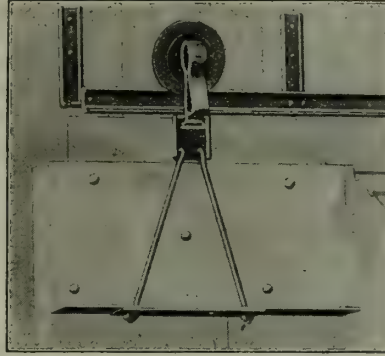
VANCOUVER VICTORIA and WESTMINSTER

Also to OKANAGAN VALLEY and
KOOTENAY POINTS

Tickets on sale December 16, 17, 18, 1909; January 21, 22, 23 and 24; February 15, 16, 17, 1910; good to return within three months.

A CHANCE FOR LIVE AGENTS

— TO SELL —



**Wonder Barn Door Hangers, Channel Steel Track and Low-Down-
... High Store Ladders ...**

This hanger is stronger and more serviceable than any other. The door closes tightly into jamb same as a hinge door. Excludes water. Won't split or rot. A splendid line of goods to handle.

WRITE FOR DETAILS.

S. B. MARTIN

DALTON, O.

U.S.A.



1900 Staple Puller

3 PULLING
POINTS

What it will do

Drive Staples
Pull Staples
Save Staples
Cut Wire
Straighten Wire
Stretch Wire

What it will save

Saves Wire
Saves Staples
Saves Old Fences
Saves Bending Wire
Saves Breaking Wire
Saves Buying Hammer
Saves Labor, Time and Money.

If your jobber cannot supply you, write us for illustration and prices.

**Smith Hardware
Co., Ltd.**

Montreal, :: Can.



Welland Canal

TENDERS FOR SUPPLIES FOR THE
YEAR 1910

SEALED TENDERS for supplies addressed to the undersigned, will be received until 16 o'clock on Tuesday, the 18th of January, 1910, for the supply and delivery of various articles of Timber, Hardware, Castings, Oils, etc., for use on the Welland Canal and its branches for the year 1910.

Specifications, forms of tender and other information may be obtained at the Superintending Engineer's Office, St. Catharines, on and after Friday, the 5th December, 1909.

The lowest or any tender not necessarily accepted.

By Order,

L. K. JONES,

Secretary

Department of Railways and Canals,
Ottawa, December 22, 1909.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

THE WHITE MOP WRINGER

is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

Order from your jobber or from us.

**WHITE MOP
WRINGER
CO.**

Fultonville,
New York



This
Trade Mark
Insures
Genuineness
Originality
Perfection
Satisfaction





The Kind Your Customer Wants

When a man asks you for wire rope it is reasonable to suppose he wants the most reliable kind made. That's why you should sell him

Greening's Wire Rope

The rope is made under the supervision of men who have spent a lifetime in the manufacture of wire goods, and whose ancestors have engaged in that business for centuries.

We manufacture wire rope for every purpose.

Standard and Lang's Patent Lay

Help your customer to increase the life of his rope by selling him Greening Rope Grease and Rope Fittings.

SOLD BY ALL JOBBERS.

The B. Greening Wire Co., Limited

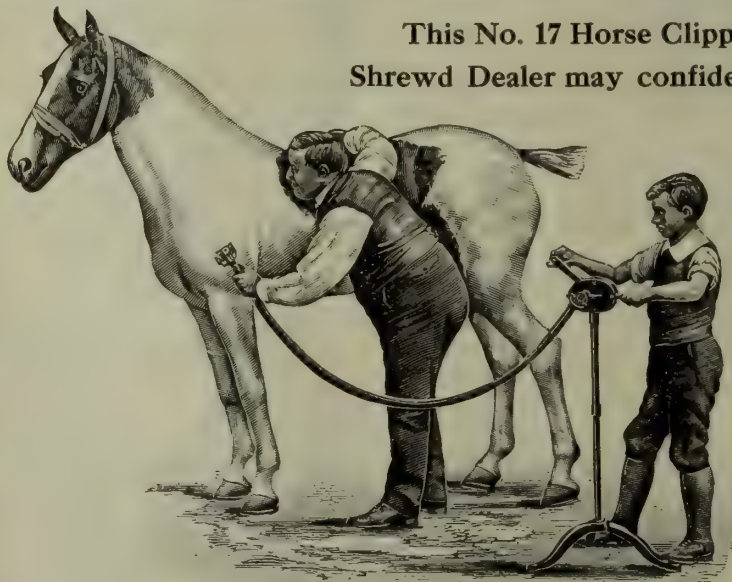
Hamilton, Ont.

Montreal, Que.

Burman's British Clippers

are the STANDARD of the Canadian market. ONCE USED—ALWAYS USED.

This No. 17 Horse Clipper has no rival. Here's what every Shrewd Dealer may confidently tell his actual or possible customer:



You can clip a horse in 30 minutes.

It will remove the thickest coat and leave a finish like silk.

It has cut gears, interchangeable parts, all made by careful BRITISH Craftsmen; from the best steel in the world.

All Packed Ready for Use.

Can't Get Wrong in Adjustment.

and it is all

Backed by Burman's Years of Reliability.

All Leading Hardware Stores Stock Them.
Get Ready for the Burman Demand.

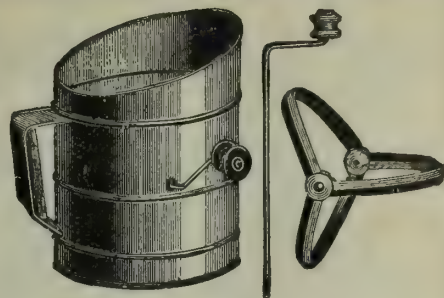
B. & S. H. Thompson & Co., Limited, Montreal **Sole Canadian Agents**



Japanned Kitchen Ware of every description—
In colors and white. Gold decorated.

E. T. WRIGHT & COMPANY

Manufacturers of Kitchen Tinware and Specialties



The "GENUINE" Victor Sifter. With triple reel and rimmed basket. See that the name "VICTOR" is stamped on every sifter you get.



We guarantee the quality of the work turned out by our japanning departments to surpass that of any other factory in the world.



Stamped and pieced Kitchen Tinware of all kinds.



The "VROOMAN" Sink Strainer, will not chip nor scale like graniteware.



Send for our Cage Catalogue showing greatest variety of Bird Cages, Parrot Cages, and Small Animal Cages made in Canada.



Bowl Strainers. With wood or wire handles.

HAMILTON :: CANADA

Have You a Copy of Our 400-page Illustrated Catalogue?

WINNIPEG AGENTS: MERRICK, ANDERSON CO., WINNIPEG, MAN.



Our Acorn Trade Mark



is the buyer's safeguard. There is no guess work about this brand



Corrugated Galvanized Sheets

Their quality is assured because they are galvanized in strict accordance with British Government specifications. You would be foolish to buy an inferior brand, when "Acorn" Sheets cost no more.

Manufactured only by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

Labor-Saving Devices Sell

and no machine equals the

CONNOR BALL-BEARING WASHING MACHINE

in saving toil on wash-day.

It operates on a new principle, forcing the boiling suds through the fabric without damaging the most delicate material.

It almost RUNS ITSELF, and can be easily operated by a child even when full of clothes and water. Is built substantially, and will positively eradicate the dirt.

Isn't this a line you can stock and recommend? Get full details. It will pay you to send for our illustrated catalogue.

J. H. Connor & Son, Limited
OTTAWA, CAN.

The "Galt" Shingle



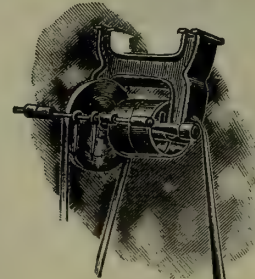
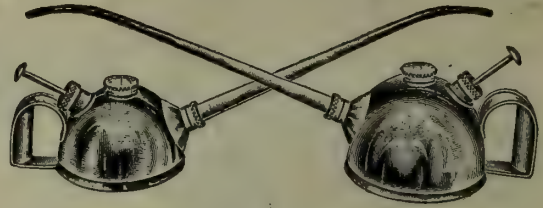
Two Nailing-Flanges
Water-tight Locks
Handsome Design Right Price

Make up your mind now

If you are going to sell metal shingles in 1910, right now is the time to get started. Farmers building in the Spring will place their orders during January and February. At least all of the "easy marks"—the profitable ones will. Some of the "hard shells" will hold off till the building season opens, but most of the good business will be placed during the next two months. If you want to get your share of the lucre, you should get in touch with us at once. See that you have a complete outfit of samples, catalogs, advertising literature, etc. Send us your prospects' names and we will write them referring them to you and send them our Booklet "GALT SHINGLES." Make up your mind now and drop us a line to-day.

The Galt Art Metal Co.
Galt, Ontario Limited
Winnipeg—Dunn Bros.

Howland's Pump Oilers



For sale by
all Jobbers
in Canada

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

Horse Shoers' Foot Vise and Bolt Header

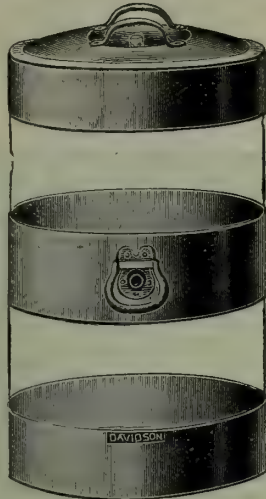


A Practical Tool and a Time-saver for the Busy
Blacksmith

Manufactured by

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited

Davidson's Broad Hoop Roll Rim Bottom MILK CAN TRIMMINGS



IN COMPLETE SETS

"Broad Hoop" Pattern — Composed of the following: 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 inches wide, 20 gauge, 1 Broad Top Hoop, 1 pair of Cover Handles, 1 pair Side Handles.

Durability—Tested by years of constant use—If quality counts they are the best that can be produced by a combination of experience, skilled labor and best material.

Our bottoms have **HEAVY ROLLED EDGES** which makes the milk can slide easily, and saves all wear and tear to Factory Floors and Wagons.

BOTTOMS ARE CONCAVE and drain to the centre, and are therefore easy to wash out.

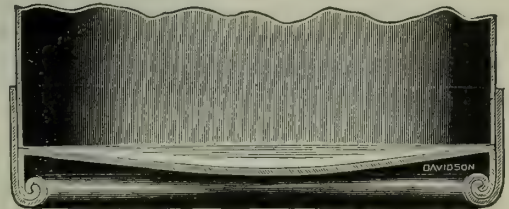
THEY DO NOT CORRODE like those which drain to the side.

OUR MILK CAN TRIMMINGS ARE **UNEXCELLED** for ease of making up, and our Patent Roll Rim Bottom makes a strong, neat and fitting completion to any milk can.

We also carry in stock Tinned Iron, cut to size for milk can bodies, which we can supply promptly.

Diagram, showing how strongly our Roll Rim Bottoms are constructed

See how the outer and Inner Rims are rolled in and then Riveted to bottom Hoop.



The Thos. Davidson Mfg. Co., Limited, Montreal and Winnipeg

HOCKEY STICK SPECIALISTS

The present is an age of SPECIALISTS.

WHY? For the simple reason that the manufacturer who devotes his whole time and energy to a SPECIALTY is able to produce a superior class of article.

We, as SPECIALISTS, out goods of a QUALITY through the usual channels.

are in a position to turn heretofore unobtainable

We Guarantee All Sticks Bearing this Trade-Mark To be Made of Thoroughly Seasoned Selected Stock,



Which Have Been Scrupulously Examined And Graded by Experienced Inspectors At the Factory.

SIX REASONS

WHY YOU SHOULD BUY "ST. MARYS" HOCKEY STICKS

1. Our factory was designed and equipped SPECIALLY for the manufacture of HOCKEY STICKS.
2. WE USE ONLY THE BEST MATERIAL OBTAINABLE.
3. They have the "Sure Grip, Anti-Bliester" handle when so ordered.
4. The design and finish are unequalled.
5. Special care taken in BRANDING makes our sticks attractive and more easily sold.
6. THEY LOOK WELL, SELL WELL, AND LAST WELL.

FULL LINE FOR IMMEDIATE DELIVERY.

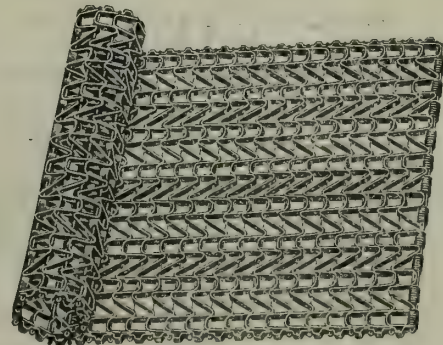
The ST. MARYS WOOD SPECIALTY CO., Limited
ST. MARYS, ONT.

Acme Flexible Door Mat

Galvanized Steel—Indestructible.

Special inducements to Jobbers and Dealers now.

There is a constant demand in Residences, Schools, Stores and Public Buildings for the Acme Mat, especially during the autumn and winter.



Notice the special edge.

Durable—Sanitary—Non-Rustible—Self-Cleaning

Acme Steel Goods Co.

MANUFACTURERS

2834-40 Archer Avenue

CHICAGO ILL.

"Dominion Special" Field Fence

"The Landmark of the Future"

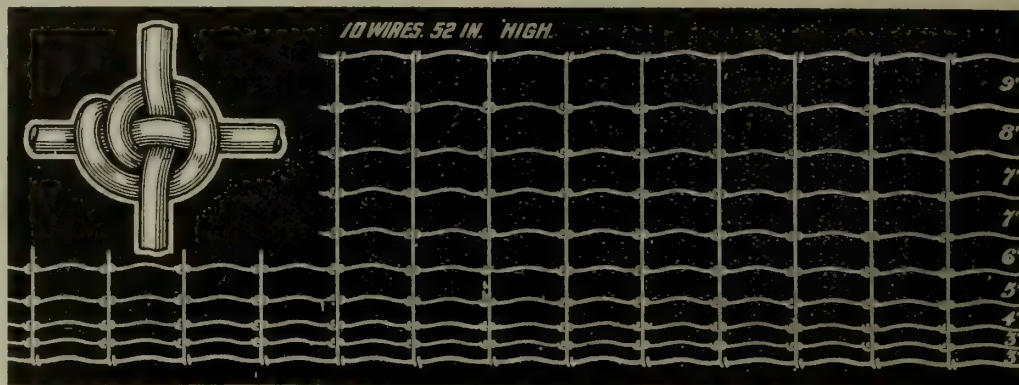
OF

GUARANTEED A.1. QUALITY

¶ The stability of a business is dependent upon the standard of goods sold.

¶ First-class Hardwaremen stock "Dominion Special" Field Fence, the Standard Fence of the day.

¶ Always order the best, and remember that is



"Dominion Special" Field Fence
"The Landmark of the Future."

Manufactured by..... **Dominion Wire Manufacturing Co., Ltd., Montreal**

Makers of

Wire Nails, Barbed Wire, Galvanized Wire, Fence Staples, Plain Wire, Coiled Spring Wire, Bright Wire Goods, Wood Screws, Etc.



MAXWELL'S LATEST

is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever, this lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly-block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

DAVID MAXWELL & SONS - ST. MARYS, ONT.

AWARD OF THE ELLIOT CRESSON GOLD MEDAL given by the Franklin Institute for Superiority Over All Other Files Tested



TO THE DREADNOUGHT PATENT MILLING FILE

For the most meritorious invention of the age: On cast iron 29 commercial files were tested and the best removed 20.6 inches. A Dreadnought removed 143.75 inches. Four were tested. High carbon Steel, the best commercial file, removed 6.4 cubic inches. The Dreadnought removed 25.8 cubic inches.

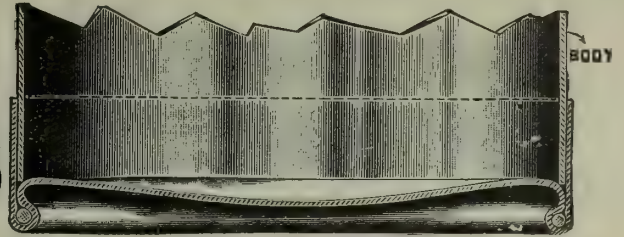
DOES THIS MEAN ANYTHING TO YOU: The Dreadnought files are made with backs and handles also with tang in fine cut for Mill and Saw Work. Horse-shoeing tools in plain and tanged. If the goods are wrong you get your money back.

Manufactured by

The J. H. Hanson Tilley Co., Ltd., 422-424 St. Paul St., MONTREAL, P.Q.

AGENTS: Vancouver, B.C.—Flock & Thompson. Winnipeg, Man.—Bissett & Loucks, Limited. Hamilton, Ont.—Frank Radigan. St. John, N.B.—The Jas. Robertson & Co. Halifax, N.S.—Austen Bros. St. John's, Newf.—Angel Engineering & Supply Co., Limited

NOW IS THE SEASON FOR Milk Can Trimmings



SECTIONAL VIEW OF MILK CAN BOTTOM



THE BEST AND ONLY SAMSON BOTTOM

† Buy your trimmings now and be prepared for the rush.

† We have everything in the trimming line, side handles, cover handles, centre hoops, top or bottom hoops, covers, and the one-piece "Samson" bottom.

ORDER NOW

McCLARY'S

London
Montreal

Toronto
Winnipeg

Vancouver
Hamilton

St. John, N.B.
Calgary



From \$16.80 List to \$40.80 List—11 Sizes.

You can sell

Our splendidly built

EXPRESS WAGONS

to all classes. They are the best toys for the boys and are the ideal vehicles for light delivery in any business. Painted red and varnished and fitted with stamped steel gear. Very strongly built. One of the many excellent



Specialties

Send for full details and catalogues

The GENDRON MFG. CO.

Toronto, Can.



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books

"GET THE BEST"

Phone or Write

The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

GALVANIZING.

GALVANIZING.

Work and Prices Right
ONTARIO WIND ENGINE & PUMP
CO., Limited
Toronto, Ont.

MANUFACTURERS' AGENTS.

J. M. KAINS & CO.

MANUFACTURERS' AGENT

83 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware
Specialty. Highest References.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S
SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Webb & Hilger, Limited, special New York
Representatives, 106-110 Lafayette Street

HARDWARE SPECIALTIES

BETTER SERVICE

We are now installed in our new building, and will have much better facilities than ever before for giving all our customers prompt and efficient service. Following are some of our leading lines:
Sprayers, Thimbles, Drums,
Air-Tight Stoves, Vacuum Cleaners
Collins Mfg. Co., - Toronto

T. W. HEMPHILL & CO.,

Manufacturers' Agents

Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels,
Grinding Machines, Beaver
Oil Stones.

MANUFACTURERS' AGENTS.

R. B. COULSON

Manufacturers' Agent

454 St. Paul Street : : Montreal

Open to take on two or three factories wanting
representation territory east of Toronto, in-
cluding Quebec and Lower Provinces.

Connection with Wholesale Hardware Trade.

THOMPSON & GUNN

333 Gore Avenue, VANCOUVER, B.C.

Famous "RELIANCE" Hot Water BOILERS

and "IDEAL" Hot Air FURNACES

MODERN "ALASKA" STEEL RANGES

Cooking and Heating Stoves

WRITE FOR PRICES

FILTERS.

Anti-Splash Tap Filters

The "Galvo" Filter and Water Steriliser

There's good money in them for hardware dealers.
We supply display cards that sell them.

Write for Prices and Sample.

The Anti-Splash Filter Co.

OWEN SOUND - - ONTARIO

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manu-
facturers' Agents. Cars Distributed. Warehoused
and Forwarded. Warehouse on Trans-
fer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

P. R. CUMMING

Manufacturers' Agent

Hardware, Hardware Specialties

Housefurnishings Woodenware, Etc.

Car Shipments a Specialty

Correspondence Solicited

347 Pender St. W. - VANCOUVER, B.C.

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind.
Has many working advantages over the ordinary spring,
and has twice the wear. In use throughout Great Britain
and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital St. - - Birmingham

Birkmyre's Waterproof Horse Covers

SOLE MANUFACTURERS

The Gourcock Ropework Export Co., Limited
(of Scotland)

Montreal, 28-30 St. Peter St.

Winnipeg; 132-134 Portage Ave., East

METAL PRODUCTS.

Estab. 1880

Bell Tel. East 419

MONTREAL SMELTING AND REFINING WORKS

Geo. Langwell & Son, Montreal, Que., Can.

Smelters and Refiners of all Metal Products

Makers of:—Anti-friction Babbit, Linotype, Stereo-
type, Electrotypes, Monoline, Pig Lead, Zinc, Spl-
ter, etc., also Gauge Glasses.

Get Quotations

FURS.

FURS

Do you trap or buy
Furs? I am Canada's
largest dealer, I pay
highest prices. Your
shipments solicited.
I pay mail and ex-
press charges; remit
promptly. Also largest dealer in Beehives,
Sheepskins, etc. Quotations and shipping tags
sent free.

JOHN HALLAM, TORONTO

MANUFACTURERS' AGENTS.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American
Manufacturers. Correspondence invited from
firms wishing to be represented.

NAILS.

JAMES PENDER & CO., Ltd.

ST. JOHN, N.B.

Manufacturers of

Coated Wire Box Nails, "ACME" Galvan-
ized Wire Nails, also "STANDARD" Toe } Best in
Calks—Blunt and Sharp } Canada
Horse Nails, Etc.

HARDWARE AND METAL

PORTABLE OVENS.



BAKERS' OVENS

Cut shows the "Hubbard" Patent.

There's good money supplying the local baking trade with our line of Baker's supplies.

Write us for prices.

The Warren Mfg. Co., Limited
Toronto, Ont.
Phone, Parkdale 3188.

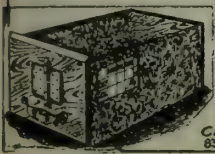
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!



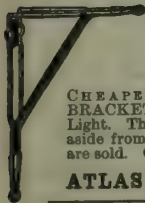
The most attractive, most durable and most serviceable shelf box on the market is the

**BENNETT STEEL
HARDWARE SHELF BOX**

Saves 20% Shelf Room
over wooden boxes

Write for Catalogue and Price List.
CRIMMON and CAMPBELL
83 Richmond St. W. Toronto.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be **NOTHING BETTER, NOTHING CHEAPER** than the **BRADLEY STEEL BRACKET**. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

SIFTERS.

GOOD PROFITS FOR THE HARDWARE MERCHANT

who sells our wooden or metallic ash sifters. They retail at 15 and 20c each.

Write for prices. We also manufacture tacks, nail and hardware specialties.

The McBrien Mfg. Co., Limited

Dovercourt

Toronto

SKATING RINK SCRAPERS.



HARDWARE MEN
sell the Rink in your town
an

ICE SCRAPER

saves time and half the labor.

JAMES & REID, Sole Mfrs.
Perth - Ont.

SNAPS.

"QUEEN" LOOP SNAP

Strong



Durable

No. 900—Another addition to our line.

COVERT MFG. CO., TROY, N. Y., U.S.A.

SOLDER

HOW ABOUT SOLDER?

Our Phone No. is Main 1729

We will be pleased to quote you

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

STEEL TROUGHS.



MAPLE EVAPORATORS

at a price within the reach of anyone. They make first-class syrup with a small amount of fuel. A great seller. Write us.

Agents Wanted
The Steel Trough & Machine Co., Ltd., Tweed, Ont., Can.

TOOLS.



TOOL HOLDERS

For LATHES and PLANERS

All kinds—All sizes.

ARMSTRONG BROS. TOOL CO

106 N. Francisco Ave.
CHICAGO, U.S.A.

Make
ONE POUND
of TOOL STEEL
EQUAL 10 LBS.
in FORGED tools.

Write for Catalog



VENTILATORS.



Ventilators and Chimney Cows
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO

Factory 55 St. Paul Street

Office 107 St. James Street

MONTREAL

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

When writing advertisers kindly mention having seen the advertisement in this paper.

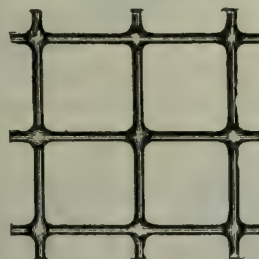
CANADA WIRE GOODS MFG. CO.

MANUFACTURERS OF EVERY KIND OF

Iron, Steel, Brass and Copper Wire Cloth

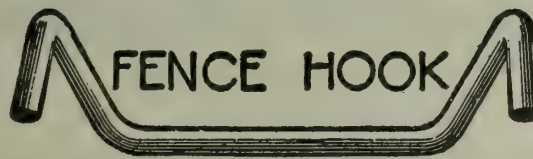
Crimped and Pressed Wire Work
of all Kinds

HAMILTON - - ONTARIO



GALVANIZED FENCE HOOK

For Fastening Wooden Picket of Wire Fences



**WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED, CLOTHES
LINE WIRE, STAPLES, etc.**

The Western Wire and Nail Co., Limited, - London, Ont.

IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.

The Toronto Plate Glass Importing Co., Limited

HILL & RUTHERFORD, Managing Directors.

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND
ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St.,

TORONTO



"47"

VARIETIES

— OF —

Coal Oil

Lighting Specialties

and all of them

GOOD

Send For Catalogue No. 10.

Handled by All Jobbers.



"BANNER"

"Climax" and "Little Bobs"

LANTERNS

"Universal," "Settlers" and "Handy"

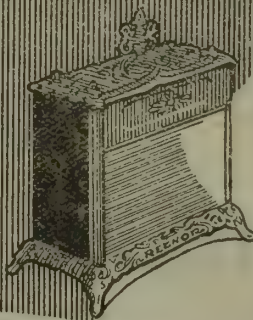
Table and Wall
Lamps

"Jewel" Hanging
Lamps

Ontario Lantern & Lamp Co., Limited
Hamilton **Ontario**

REZNOR
GAS HEATING STOVES

Prove
what we say—
We pay
if we fail.



We are going to tell you why a Reznor Reflector is the most efficient Gas Heater in the World.
Because it is the pioneer gas heater, and therefore perfected.
Because it requires but a small amount of gas to produce a desired temperature.
Because it produces a clean, healthful, cheery heat, right down at the floor, where it is wanted.
Because it is sold under a positive guarantee, and if after one week's trial, it has not proven thoroughly satisfactory, your money will be refunded.
Exclusive Agency given to One Wide Awake Merchant in each Gas Town in Canada. Write for Catalogue. We may have something to interest you.

THE REZNOR SALES CO., 169 Spadina Ave., TORONTO, ONT.

We wish to
assure Hardware Dealers,
Clerks, Travellers or Manufacturers
who use our "want ad." columns that
by using a box number all information given
us is

Strictly Confidential

We will not divulge under any consideration the name of the advertiser.
Moreover, when requested to do so, we will forward replies *in plain
envelope*, making it absolutely impossible for even your
next door neighbor or fellow clerk to know anything
about the advertisement you have inserted.

Rate for Condensed Ads.
2 cents per word first insert on.
1 cent per word subsequent insertion.
5 cents additional each insertion when Box
Number is required. This covers cost
of mailing replies
to you.



Dollars are saved

Customers are satisfied when you supply them with

Plumbing and Engineers' Goods

that have those enduring qualities so necessary in
requisites of this kind. If you've had trouble with
your supplies in this line try J.M.T. steam goods or
"Morrison's" plumbing goods—THEY LAST.



The **James Morrison Brass Mfg. Co. Limited** 93-97 Adelaide St. W.
Engineers' and Plumbers' Brass and Iron Goods **TORONTO**

DOMINION TRACKS ARE GROWING

The tracks of satisfied customers seeking dealers, are well defined. Dominion Ammunition makes satisfied customers quick, and continued profits for dealers.

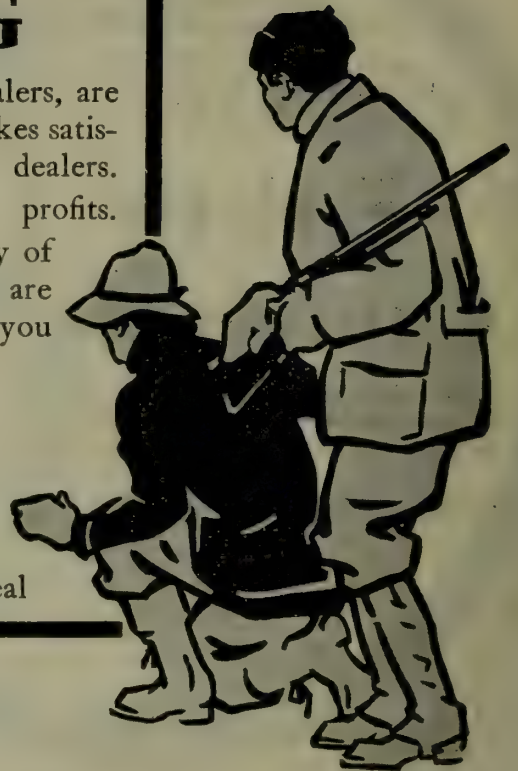
Are you one of the many making these profits.

The enormously increasing sales tell the story of popularity and merit. This shows what we are doing to co-operate with the retailer. Will you join the procession?

Dominion
IMPROVED & PROVED
Ammunition

A new box free for every misfire of present product

Dominion Cartridge Company Ltd., Montreal



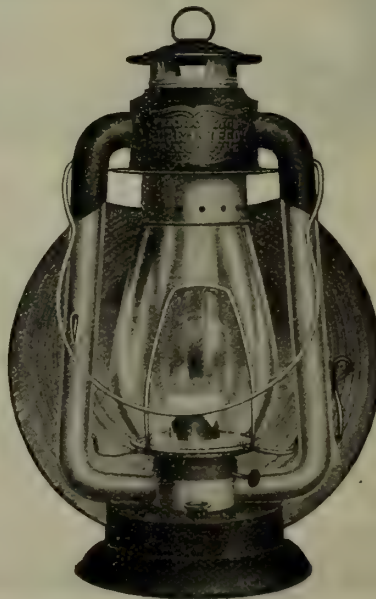
KEMP'S X-RAY TUBULAR SEARCHLIGHT LANTERN

Standard size for kerosene.
Can be filled, lighted, regulated and extinguished without removing the globe.

New
extinguishing
device

FINISH—Red Japan.

FITTED WITH
No. 2 Burner
1 inch Wick
No. 2 Globe



Suitable for Boat Houses,
Mills, Warehouses, Workshops,
Stables, Summer Resorts or in fact any place
where a good light is required.

SIDE LIFT

Can be used as an ordinary
Dash Lantern and has also
an attachment on the back
for hanging on a nail.

Packed in cases of half-dozen each

Prices on application

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG, Man.

THE KEMP MFG. CO. of Montreal
39 St. Antoine Street, MONTREAL, Que.

Hardware Trade Prospects During Coming Year

With Twelve Months of Good Business Behind and Activity Steadily Increasing, There are None Who Predict Other Than a Record Year's Business in 1910—All Factors Favor a Good Year's Trade, Consumptive Demand is at its Greatest and the Money Market is Favorable to a Further Expansion of the Trade of the Country.

"A prosperous year for Canada," is the unanimous verdict of those men who are most qualified to express an opinion—men who have their fingers on the trading pulse of the country. After discussing the outlook with manufacturers and jobbers only the most confirmed pessimist can have any doubt as to the future.

Everything is in favor of 1910. It has twelve months of good solid commercial development behind it—no periods of frenzied finance to produce reactions, no periods of extravagant consumptive buying to choke the growth of a strong demand, no periods of rash stocks speculation on the part of retail merchants to prevent confident buying. Surely never were conditions more propitious.

Securities have made substantial gains, the clearing houses of the country show heavy increases—the 1909 figures for Montreal are 400 million and Toronto nearly 300 million in excess of 1908—foreign capital has poured into the country, and thousands of acres of virgin land have been broken up. To stimulate this progress still further, there is the strong influence of the wonderful trade revival in the States. All the primary markets of the world are firmer than they were, and it is only necessary to look at iron and steel, considered the best indicators of trade prosperity—to obtain a fairly accurate idea of how the situation stands at present.

Starting with the lever that controls the whole trade machinery of a country—money, the outlook is very promising. The Canadian banks have large amounts of cash on hands, and are not likely to be so over-careful as to security as they have been in the past. A legitimate need will be met. Furthermore heavy increase in investment buying from London and Paris is certain.

Turning to the next great factor—the consumptive demand. Here there is another favorable situation. Although we have had in the past year a large increase in buying, as evidenced by the steady flow of orders through the jobbers books with no let up even in those mid-season periods when trade is generally dull, it cannot be said that the demand was at its maximum. Certainly it was not at its maximum in 1908. Therefore 1910 starts with two years of retrenchment behind it. Retrenchment in the buying of necessities does not mean a total loss to the trading of the country for all time. A consumer oppressed by the tightness of money may deny himself for a period, but the need of a certain article remains with him, and when he can supply that want he does so, and, as is only natural, in a more extravagant manner too. For instance a farmer may have badly wanted to repair his barn two years ago, but could not spare the money. This balking of his desire so accentuates the need of the barn's improvement, that now he can afford to have something

done, he does more than repair it, he pulls it down, and erects a new one. But for this previous retrenchment a repaired barn would have contented him for many years. And this is what happens in most cases of economy where legitimate needs are concerned. Then there is the natural growth of a country's needs. Thousands of immigrants have landed, thousands of young Canadians have set up homes for themselves. All this means a great development in the demand.

Thus in the two principal elements of prosperity, money and demand, everything is as it should be. And the retail merchant himself is not handicapped with heavy stocks. He has bought lightly, and turned his money over. He is in the best of trim for the fray. It is up to him to reap the greatest benefit. There is but one word of advice. Conditions alter cases. It has been good policy to buy lightly up to now, because jobbers have been able to ship promptly owing to the steadiness of the demand. But a rush of even ordinary magnitude would seriously imperil that prompt shipment. Will dealers be wise in depending on hand-to-mouth buying with the country in a position to buy with more than old time strength. The merchant who best anticipates the coming demand of his district, and gets his goods in on time, will make the most of his opportunity. Nothing but lack of confidence, or some extraordinary financial cataclysm, can prevent 1910 from being one of unprecedented commercial prosperity.

Western Situation Improving.

Western Canada hardwaremen look forward with the utmost confidence to the coming year, the season of 1909 having been the most successful in the history of the country. The total output of wheat, oats, barley and flax in Manitoba, Saskatchewan and Alberta was 343,000,000 bushels, as compared with 243,000,000 in 1908. A clear gain of 100,000,000 bushels in one year means something. Wheat has broken all records, with a total crop of 123,000,000 bushels, as compared with 107,000,000 bushels last year. The increase in the wheat production is the most important as well as the most encouraging feature of the crop season. The west seems to double its wheat yield every five years, and the maintenance of that record will go a long way towards insuring continued prosperity. The people to whom the welfare of the west is most important, however, are not in a hurry. They are satisfied with the rate of progress which has been maintained during the past ten years, and they are not feverishly anxious to accomplish everything at once. A steady, healthy growth is promised by all the signs which are visible at present.

The Maritime Provinces.

Reports from the Maritime Provinces indicate that the past year was fairly successful, but in most cases the turn-overs were smaller, though profits have improved. The trade with the west has shown marked improvement.

George McAvity, of T. McAvity & Sons, St. John, N.B., speaking of their business, said the western market had been a remarkable feature in the development of trade with them. There was plenty of money and a good class of buyers among the settlers there. Their trade had materially increased in the past year and they looked for a still further increase this year.

What Montrealers Say.

George Caverhill, of Caverhill, Learmont & Co., Montreal, interviewed on the outlook said: "While at the end of 1908, and for the first nine months of 1909 the country did not recover as quickly as the general public expected I must say it was quite in accord with my own opinion in the matter, but I fully expect now that the year has turned, month by month, we shall see a decided improvement in consumption. While in the past I have been advising even our own customers to buy lightly and from hand-to-mouth, I think the time has now come when they must purchase more liberally if they wish to have the goods to supply the demand for the spring of 1910. There is no doubt that there are many factories on the continent booked ahead for many months to come. But if the general public does not restrain the gross extravagance that is again becoming rampant throughout the country, it will not be many years before we are again punished, and the next time, I am afraid, owing to our being a somewhat older and larger populated country, we shall suffer more than we did during the last period of bad times."

C. C. Ballantyne, managing director of the Sherwin-Williams Co., Montreal, says:—"The year just closed has been a most successful one throughout the whole Dominion. The new year that we are about to enter gives every indication of surpassing last year's good showing. I can see nothing but increased prosperity and continued rapid development ahead for our great country. The increased capital and immigration pouring into Canada annually, together with the building of a new Transcontinental railway and great extensions to the existing older lines, are all evidences that we can confidently look forward to a continued era of prosperity. Canada has made great progress these last few years, but much has yet to be done, and it requires the full energy and ability of the farmers, workmen, miners, merchants, manufacturers and all Canadians in whatever calling they may be engaged, to take advantage of the existing prosperity and bright future of the country, not only

to make 1910 the best year the country has ever seen, but to so lay the foundation that we can look forward to each year eclipsing the one that has past."

W. S. Leslie, president of A. C. Leslie & Co., Montreal, said:—"We look upon the prospects for the iron, steel and metal business as very favorable on the whole. Already nearly all the large buyers have shown their confidence by purchasing good quantities for delivery as far into the new year as producers would contract for; prices generally are stiffening and the advance seems to be fully justified by improvement in general trade conditions, and there is very little, if any, appearance of an attempt unnaturally to boom prices. We look for a further improvement as soon as the election in Great Britain is over."

Henry J. Fuller, President of the Canadian Fairbanks Company, Montreal, said:—"The year of 1909 has marked a gradual recovery throughout all of Canada over the general unfavorable conditions which existed during 1908. Business has been most excellent in the Northwest—far in excess of that of any previous year—due, doubtless to the excellent crop conditions which prevailed in that territory. The business in British Columbia has been good, but not unusually so, on account of the low price of timber and the low price of copper, these affecting lumbering and mining interests considerably. It is a well known fact that it takes a considerable length of time from the resumption of favorable financial conditions to enable schemes for new plants in the development of natural resources to materialize—in the shape of orders for manufacturers and dealers in supplies, and the new work of this sort was very limited in the east during 1909. We know, however, that many plants are projected to be built during 1910. We ourselves, are, at the present time, building a large addition to our factory at Toronto, and a new factory in Montreal for the manufacture of a line not heretofore made in Canada by us. We believe that during the year 1910, we shall see higher prices and a demand which will be difficult to meet, even with all factories working to their utmost capacity. From one end of the country to the other, nothing but the utmost optimism seems to prevail, and unless the spring should be unusually late and cold, and promise doubtful crops, we see no reason why 1910 should not be the greatest and best year that Canada has ever seen."

Wm. McMaster, vice-president and general manager of the Montreal Rolling Mills, said:—"I look forward to a larger business in iron and steel products this year in comparison with 1909. The trading for the past year was of a very conservative and healthy character, the merchants only buying to fill what one might call their daily requirements, and from what we can learn, the stocks of goods of all kind are comparatively light. With this freedom from speculation, and with the increased value of farm products of all kinds produced in this country, estimated by the Census Department to be \$100,000,000 over that of the previous year, the greater purchasing power of the consumers must advantageously affect the hardware trade. The improvement in business in the United States, with the advances in prices, and the better feeling as to values in Great Britain and the Continent, all in-

fluence the opinion that 1910 will be a prosperous year for Canada.

C. M. Strange, of Lewis Bros., Montreal, said:—"I believe that Canada is going to have the best year in its history, not only in hardware but in all industries. The amount of railroad work in sight, the extensive building operations contemplated all over the Dominion, and the foreign capital that is pouring in, all mean great national activity. Reports from our travelers are very glowing, and all our customers seem to be buying with more confidence."

A. A. Bittues, managing director of Gillette Safety Razor Co., of Canada, Montreal, said:—"With such an article as the Gillette Razor we can very readily feel the pulse of the public as it is an article of some little expense. Our sales have greatly increased, however, particularly in the last four months and in orders on file from jobbers for January delivery, specifications are heavier and this earlier ordering is a clear indication that the big distributors are willing to take chances in the coming year which they have not dared to in the past three. I can see nothing in store for Canada at present excepting one of the best years in her history. I have to thank Hardware and Metal for a most able distribution of our advertising matter during the past year. As a trade journal it reaches a bigger and better class than the average paper of its size. With our staff it has practically become a text book and each issue is looked forward to."

As Viewed in Toronto.

"The outlook for 1910 is very, very bright," said W. H. Carriek, vice-president and general manager of the Gurney Foundry Co., "and we are preparing for a busy year. Both our Junction and King street plants are being enlarged. Just outside in the works men are at present erecting a new cupola; increasing the steam-boiler plant; and bricklayers are rushing along the construction of an extremely large warehouse. Besides these a new steel roof is being put on the cupola house. All this shows that we not only believe this year will be a good one, but that we expect to do more business than in the past. Last year's trade was good, and we anticipate the present one will show an excess in returns over 1909. Yes, 1910 will be a bright business year."

A. E. Gilverson, one of the members of the firm of Rice Lewis & Son, Toronto, said. "The past year was a very satisfactory one as regards the volume of trade although it did not reach the record of 1907. Buying has been done cautiously, dealers having learned this lesson during the depression of 1908. As a result dealers are not normally stocked with goods and in many lines goods on shelves are really short. Notwithstanding this condition and the brightness of the outlook for 1910 retailers are not discounting the future and purchasing is still being carefully done. From their knowledge of the conditions of retailers' stocks manufacturers are preparing for a larger trade, and retailers are taking precautions against

delays in securing stocks by calling for earlier deliveries. This is wise action, as 1909 was a phenomenal building year and 1910 should be even larger as activity will be more general. The general movement of hardware in all lines is bound to be greater during the coming spring than a year ago, as the consumption is increasing and the securing of prompt deliveries is likely to be our main worry. Inherently everything tends to make the outlook for 1910 bright. The farmers are at the bottom of things so far as business prosperity is concerned. We must begin by studying their condition, and they having had good crops and receiving high prices for their produce will be willing to spend freely. The word healthy describes present conditions, as where there is health there is a steady growth."

"Very favorable," replied Sigmund Samuel, of Samuel, Benjamin & Co., to the question as to the outlook of this year's business. "It is only necessary to look at the building permit figures to convince one that money is plentiful and is being pretty freely spent around Toronto at least. Last year's crops were very good throughout the whole country, so good, indeed, that I think Canada to-day is the most prosperous country in the world. Canada is yet an agricultural country, and her crops are the base of her wealth. Being as yet a young and not thickly populated country the per capita of increase in wealth runs high when the country enjoy a good season's crops. During the last half of 1-909 not only was there a larger consumption of goods, but the quality of the goods sold was much higher than in recent years. Take the Christmas season, for instance, dealers in toys, both retail and jobber, had their stocks completely sold out before the holiday; and piano men say it was the best selling season of late years. These are luxuries, and yet they sold well. In staple lines, especially hardware lines, the volume of goods sold during 1909 was greatly in excess of the previous year, but I cannot say that the ratio of increase of profits was so high. There is so much senseless and useless competition going on. When will the hardware trade learn to have confidence in themselves and to trust one another in their dealings without this senseless cutting and slashing? In metals there is either a feast or a famine, speculation enters so much into the business. Last year was a good season for our business, which showed an increase in volume of business of 33 1-3 per cent. In recent years the volume of trade is heavier, and increasing as time goes on. We look hopefully on 1910 for larger business."

Peleg Howland, president of H. S. Howland, Sons & Co., thought the present year would be a "good one." There appeared to be a heavier volume of goods sent out in 1909, but he could not say just yet what the percentage of increase would be. He thought the general feeling prevailed that 1910 would be a good business year, and his own opinion concurred in this feeling.

Questions for Discussion at Hardware Convention

The Price Cutting Evil and Its Effect on Farmer Customers—Retailers Asked to Submit Matters for Discussion in the "Question Box"—Builders to Hold a Convention at London the Same Week as Retail Hardware Convention.

EVILS OF PRICE CUTTING.

At the last meeting of the Inland Empire Retail Hardware Association at Spokane, the subject of price-cutting was discussed and O. L. Schultz raised the point of the bad impression received by farmers as a result of price-cutting amongst hardwaremen. Cutting may be justified, Mr. Schultz said, in a clean-up after-holiday sale of carry-over stock, or even in a stock reduction effort, but there is no excuse for it on staples such as wire nails or white lead. Mr. Schultz said in part:

"Suppose the price of nails is \$3 per keg, and these same nails cost you \$2.60. A farmer comes to town where there are three hardware dealers, all doing little business because the time happens to be during the dull season, and standing at their own door, watching to see what the other fellow is doing.

"Hardware dealer No. 1 is visited by the farmer—he knows that both the other dealers have seen the farmer come to the store—and figures to himself that he had better make a close price on nails to quote the farmer, \$2.70 per keg—just 10 cents above cost.

"The farmer does not buy because he thinks the price too high, and as a result goes to the store of hardware dealer No. 2, who watches the farmer leave the other store and come to his. He figures he must quote a low price to get this trade away from No. 1, so offers to sell the nails at cost, \$2.60.

"Still the farmer thinks it too high and goes to dealer No. 3, and tells him that No. 2 quoted a price of \$2.60 and wants to know if he can do any better than the fellow across the street, whereupon the dealer promptly names a price of \$2.50—an actual loss of 10 cents per keg. This being the best price quoted the farmer buys. But what impression does he get?

"Here is the way he figures it out, and I don't blame him for doing it, either. He sizes up the dealer No. 1 as a thief, robber and scoundrel and getting outrageous prices for his goods; No. 2 is also a robber, but not quite as bad as No. 1, while No. 3 is also a robber charging outrageous prices.

"What has dealer No. 3 gained on this sale? Has he made a friend? I would take a chance on saying that he doesn't come any nearer making a permanent customer of that farmer than the other two, because the farmer has gained the impression that they are all robbers, and must be making an outrageous profit on everything they sell if they can cut their prices as they did. If you told that farmer that those nails cost \$2.60 per keg, do you think he would believe it? I question it."

A CHANCE TO GET TOGETHER.

In a letter regarding the coming convention at London, D. Cinnamon, Lindsay, writes:

"I consider our annual convention a grand opportunity for the retailers, manufacturers, jobbers and travelers to

meet together, extend greetings and get acquainted. It is always more satisfactory to do business with people whom you know. Besides the many kind and lasting friendships formed, it is an education, helpful to every member to hear the many discussions, on the different methods of doing business, along those lines in which we are all interested.

"Our visit to the many manufacturing plants in Hamilton, last February, and seeing so many lines of goods that we handle, in course of manufacture, was very interesting and instructive to every visitor—and must prove a help to us in our business, as we cannot know too much about the goods we sell.

"Our visit to Montreal last August, besides the pleasure of meeting old friends and making new ones, the good time, the beautiful sight-seeing, the magnificent scenery en route down Old Lake Ontario and the mighty St. Lawrence—gave us a splendid opportunity of forming some idea of the importance of that city as a commercial centre and great shipping point.

"When we consider the strides of advancement Montreal has made during recent years—what may we not expect, in the near future, with such possibilities in store for our great Dominion. Proud do we, in Ontario, feel that our sister Province of Quebec can boast of such a city—that will compare favorably with any city of like size—in the entire world."

THE QUESTION BOX.

W. F. Macpherson, Prescott, has submitted the following question for discussion during the "Question Box" discussion at the London convention:

As a retail hardware man, what lines of goods did you pay special attention to for Christmas and holiday trade, outside of staple stock, and what were the results obtained? Reports from various members, would be interesting and profitable in this connection.

Other retailers in Ontario are requested to forward questions, on any phase of the retail hardware business. If the questions are published beforehand the members can be prepared to discuss them intelligently.

RESERVE ROOM EARLY.

The Canadian National Association of Builders' Exchange are to hold a convention at London, Ont., beginning Feb. 8, the same week as the Ontario Retail Hardware and Stove Dealers Association. It will be well, therefore, for hardwaremen to reserve rooms at the hotels as soon as possible.

The Tecumseh hotel (convention headquarters) quotes \$2.50 per day for single room or \$2 when four occupy a double room.

The Grigg house quotes \$2 single and \$1.50 for two in a room.

The Dominion House quotes \$1.50 per day single or double.

The City Hotel quotes \$1.50 per day single or double.

The London House quotes \$1.50 per day single or \$1.25 double.

These are all good hotels within two blocks of the city hall.

THE PROGRAMME IN VERSE.

A. M. Hunt, secretary of the local entertainment committee making arrangements for the retail hardware convention at London, has turned poet and sends the following invitation to visit London:

Come all ye jolly hardware men
To London, February eight,
Cast worry and dull care away,
And spend a week "in state."
On Tuesday there's the "Hardware Show,"

Where manufacturers show their wares
The smoking concert Tuesday night
Will help you forget your cares.

On Wednesday there's the "Question Box,"

Which you should surely hear,
While Wednesday afternoon you know
At McClary's we'll all appear.

Thursday's programme will be great
It will be hard to beat,
On Thursday night at Tecumseh House
You'll have something good to eat.
On Friday business will be over
And you'll be free to return
Back to home and business cares
And make use of lessons learned.

So don't miss coming to London
The greatest place on earth,
Where you'll always find a welcome,
And get your money's worth.

CONVENTION NOTES.

J. R. Hambly, Barrie, sends in another new member and is apparently after that suit case for securing the most new members. John Caslor, Toronto, and R. C. Chown, Belleville, are close competitors.

Amongst the new firms enrolled as members of the Association since the first of the year the following towns are represented: Petrolea, Southampton, Atwood and Drayton. A large number of old members have also renewed their membership since New Year's.

The Howell Hardware Co., Goderich, have forwarded a sample of the note used by them in selling stoves, etc., on time payments. The special committee appointed to deal with this matter would appreciate additional forms used by other firms.

A. H. Gingerich, Woodstock, writes approving of the suggestion that a "Hardware Quartette" be formed to help along the singing programme at the convention. In fact he suggests that it ought not to be difficult to form a double quartette. Will some more singers volunteer?

About 40 hardware manufacturers are preparing to make displays in the "hardware show" to be held in connection with the retail hardware convention at London, and this part of the programme is an assured success. The show will be the biggest thing of its kind yet held in Canada.

Review of Canada's Iron and Steel Trade

T. J. Drummond, President of the Lake Superior Corporation Reviews the Growth of the Industry During the Past Eight Years and Argues That if the Industry is to Continue to Expand Governmental Assistance is Necessary—Big Increase in Both Iron and Steel Output in 1909.

The early part of 1909 was naturally lean, but as the months went by and people began to realize that they were more frightened than hurt confidence grew, and buyers began to come into the market. Construction projects that had been held back were taken up again and from the second half of the year confidence has grown day by day, and, notwithstanding the early slackness, I believe that the production of pig iron—the base of all iron and steel work—has reached its high-water mark in Canada at the close of 1909, with an output of about 800,000 tons.

It is best to commence with pig iron. While a total annual production of 800,000 tons of pig iron may seem insignificant, still from a Canadian point of view it is satisfactory as an evidence of growth in the face of the many initial difficulties, and as a promise of the future.

Prior to 1900 Canada's necessities in pig iron and steel had been to a very large extent cared for by import from the United States, Great Britain, Germany and Belgium. Honest attempts had been made by private efforts and Government encouragement to establish the industry, starting (as it should, to be successful) from the ore up, and while in the base industry very little progress was apparent, it was the pioneer work of the late years of the 19th century that has made possible the success of the first decade of the 20th.

Canadian Pig Iron Record.

In no single year up to and including 1900 had Canadian blast furnaces produced as much as 100,000 tons of pig iron, and the steel production had been less. In 1895 only 37,825 tons of pig iron were produced in Canada, and the year 1900 showed only 86,090 tons, an advance, it is true, but a very slow one. With the growth of confidence in Government encouragement, advancement became more apparent, old works were enlarged, and new plants installed, notably at Sydney, Sault Ste. Marie, Hamilton and Midland. 1901 showed a production of 244,976 tons of pig iron, and 1902, 319,557. Since then the growth has been steady, and we find 1907 showing 651,962 tons, 1908 (an off year), 630,835, and, as already stated, it is expected that the 800,000-ton mark will be reached when the figures of 1909 are totalled.

That the coming years will show a steady increase goes without saying, provided the industry continues to receive the encouragement and protection in its home market that it deserves. While I wish to avoid saying anything of a controversial nature, it must be clear to anyone who has followed the subject that the proviso I put in relating to the future is unavoidable. Without protection and encouragement the industry lay dormant; under protection it has steadily grown; withdraw the ne-

cessary protection, and the cheaper wages of Europe and the developed giant industries of the United States will make short work of what is now a more than promising industry.

Plants Being Enlarged.

With confidence in our governors in the future of our country, we of the iron industry are continuing to develop and extend our operations. Important additions are now being made to the blast furnace plants of the Dominion Iron & Steel Company at Sydney, the Lake Superior Corporation at Sault Ste. Marie, and the Canadian Iron Corporation at Midland, which will bring the capacity of the Canadian furnaces up to about 1,250,000 tons of pig iron per annum before the close of 1910, and in 1911, with these new plants in operation we should have a production of at least that quantity.

That there is warrant for these additions is evidenced by the fact that, notwithstanding the increase in Canada's production, pig iron continued to be purchased abroad in large quantities, 1908 showing 207,053 tons as having been imported.

While pig iron is naturally the barometer by which a country's position in the iron and steel industry is judged, still, it is interesting to note what is happening in some of the more finished products of iron and steel.

The Steel Production.

Previous to 1900 Canada produced less than 100,000 tons of steel per annum, and the first considerable advance came with the opening up of the Sault Ste. Marie Rail Mill in 1904, quickly followed by that of the Dominion Iron & Steel Company's mill at Sydney. Prior to 1904 steel rails for steam railway purposes were on the free list. The Government had, however, in 1903 taken power to direct, by order in Council, that a duty should be imposed on rails when the Governor in Council was satisfied that rails of the best quality were being made in Canada in sufficient quantity to meet the ordinary requirements of the market. In 1904 the Algoma Steel Company demonstrated at the Soo that these requirements were being met, the duty went into force, and Canada made its first great stride in the increase of steel production. In 1902 we had imported 179,591 tons of rails, and in 1903, 202,751 tons. Since 1904 however, the two Canadian mills have cared for all rail requirements, which at present mean about 350,000 tons per annum.

Ingots, blooms and billets still are imported in moderate quantities, but the Canadian steel industry is gradually overhauling the demand. In the face of the increasing market, in wire rods the imports have decreased from \$792,078 in

1905 to \$295,122 in 1908, and when the new rod mill is installed at the Soo Canada will be able to care for its full requirements in this important article. On the whole the growth of steel production in Canada is as marked as in pig iron. With less than 100,000 tons before 1900 we produced 706,782 tons in 1907, and in the poor year of 1908, 588,763, and will probably reach the 800,000-ton mark before the close of 1909.

In comparing the total production of steel with that of pig iron it may be well to point out that in the manufacture of steel varying quantities of steel and iron scrap are used in conjunction with pig iron, so that, while the production of pig iron and steel is to-day practically equal in tonnage, a considerable portion of pig iron produced goes into the foundry trade, which has made almost as great progress as the steel industry.

Growth of the Market.

Let us now look to the future. When the present tariff was framed protection was given only to the various lines of steel then being rolled in the country, hence the limiting of these duties to beams, angles, etc., weighing less than 35 pounds per yard, while the greater and more important tonnage in the heavier sections was placed on a nominal basis. While Canadian mills have therefore been practically caring for the country's requirements in the lighter sections, a larger and growing trade has been passing to the foreign manufacturer. It is impossible, in this brief outline, to analyze the articles included in the customs report as "iron and steel and the manufactures thereof," but under this head we imported goods to a value of \$42,579,271 in 1905, and \$62,499,156 in 1908, an increase of approximately 50 per cent. in four years for imports. It would have been better if this increase could have been added to our home production.

To gradually capture this trade new and larger mills must be erected to care for the heavy structural and other sections, plates, etc. The logical extension of the tariff so as to give equal protection on the heavier sections to that now afforded the lighter ones will help towards an increase in home steel production; and it seems safe to assume that this will be done either by extending the clauses now, or by the Government following the same procedure as in the case of steel rails, i.e., by providing for the extension of clauses when the heavier sections are being made in Canada. With this in view the Lake Superior Corporation is erecting at Sault Ste. Marie two new mills, which should be in operation by 1910, and which, under favorable conditions,

should add materially to Canada's output of steel.

Tariff Rebates Affect Trade.

There is, however, another and most serious difficulty in the way of Canadian manufacturers securing their proper share of the home market, and these difficulties must in some way be removed before the iron and steel industry can become the great and helpful factor it should be in our national life. I refer to tariff exemptions. Some one has said that our tariff is "a thing of shreds and patches." Whether or not this be true, I will not say. I can stand patches, even shreds, if only such awful holes such as those created by clauses No. 470 and No. 1,002 in the tariff are stitched up. Take clause No. 1,002 for example. One of the largest consumers of iron and steel in the country is the manufacturer of agricultural implements. While in the tariff, generally, the producer of iron and steel is given protective rates on pig iron, bars, etc., clause No. 1,002 distinctly exempts the agricultural manufacturer from the operation of the tariff by granting him a rebate of 99 per cent. of the duty paid on rolled iron and steel, and pig iron used in the manufacture of mowing machines, reapers, harvesters, binders and attachments for binders for home consumption.

Again, under clause No. 470, steel and iron used in the construction of ships are specifically placed on the free list. We are taking more interest in this section since the naval policy came under consideration, and if we are to have Canadian warships built in Canada why cut out our Canadian iron and steel from their make-up?

At the time these clauses went into effect, there must, of course, have been some seemingly good reason advanced as to why makers of agricultural implements and builders of ships should be relieved of any and all burdens, which, in the nature of things, were to be borne by other consuming manufacturers. I, however, feel that the men at the heads of both these industries believe in a fair division of such burdens, and whatever the object of these exemptions be, is there no other way by which the same object can be attained without working hurtfully to the development of an industry that all Canadians must concede is, in the face of many difficulties, proving itself worthy of the encouragement given it?

"Judicious Encouragement" Required.

I have written at greater length than I intended, but I feel that so important a subject warrants it. I am afraid, too, that perhaps there may be some who will consider a portion of my remarks as criticism, but it is being constantly pointed out to us that, even though we have progressed, we lack enterprise, and are not keeping pace with the increased demands of the country, inasmuch as imports of pig iron have increased from about 100,000 tons in 1905 to over 200,000 tons in 1908, while as already stated, "the importation of iron and steel, and the manufactures thereof" during the same period increased over 50 per cent. Well, this is true, and, in referring to the limitations of the tariff to the lighter structural sections, etc., and the exemptions in favor of agricultural implement manufacturers and shipbuilders, I have accounted for a goodly portion of these imports. Again

the importance of the subject warrants my pointing out the disabilities that impede as well as the progress that has been made. It has been said that "patience is the art of hoping." Well, we are patient, but hoping that these impediments will be removed.

Future of the Industry.

In the future of the industry I have every confidence. With increasing confidence, the demand for our products will increase. Natural conditions are daily improving through the discovery and opening up of iron and steel deposits, and we are also being greatly aided by the influx of new capital, especially from Great Britain, and the growth of the knowledge not only in Canada, but abroad, that the iron and steel industry of Canada is making good, and meriting, will receive from our legislators whatever is needful in judicious encouragement to make it one of the chief factors in the upbuilding of our industrial prosperity.

PIONEER HARDWAREMAN DIES.

Last week Hardware and Metal reported the death of Mr. George Vallance, one of the principals of the old hardware firm of Wood, Vallance & Company, Hamilton, and referred to the part Mr. Mathew Leggat had taken as an associate of the late Senator A. T. Wood in establishing the business. Mr. Wood began business in 1849 and five years later Mr. Leggat located at Hamilton, soon after joining Mr. Wood, the firm being known as Wood & Leggat. This continued for over 30 years until in 1889 Mr. Leggat retired and Messrs. William and George Vallance, who had long held responsible positions in the concern, entered into the partnership, the firm name being changed to its present style of Wood, Vallance & Co.

Mr. Leggat did not long survive Mr. George Vallance, the former passing away on Dec. 29 and the latter on Jan. 2. Mr. Leggat was in his 81st year, and had been in ill-health for some time. In his death Hamilton loses one of its most highly esteemed and widely-known citizens. Deceased was born in Glasgow on October 24, 1829.

In addition to his connection with Wood & Leggat, Mr. Leggat was associated with the old Ontario Cotton Co., the Hamilton & Northwestern Railway Co., the Canada Screw Co., the Landed Banking & Loan Co., the Canadian Bank of Commerce, the Hamilton Bridge & Tool Co., and the Hamilton Steamboat Co. He was for many years a trustee of Queen's University. In politics he was a Conservative. He organized the Thistle Bowling Club and introduced lawn bowling into Hamilton. He married Jane Hendrie, in 1866, and is survived by her and the following family: —Matthew Hendrie Leggat, manager of Wood, Vallance & Leggat, Vancouver; Wm. Leggat, Montreal; John Leggat, Hamilton; Mrs. A. J. Oakshott, Liverpool, and Miss Catherine M., Hamilton.

BOLT AND NUT MERGER.

As announced in Hardware and Metal a fortnight ago Lloyd Harris, M.P., Brantford, has been chosen president and T. H. Watson, Toronto, vice-president and general manager of the Canada Bolt & Nut Co., the capitalization of

which is made up as follows: Bonds, 6 per cent., 20 years, \$1,000,000; preferred, 7 per cent., \$1,250,000; common stock, \$1,250,000; total, \$3,500,000.

The companies included are the Toronto Bolt & Forging Co.; Brantford Screw Co.; Gananoque Bolt Co.; Belleville Iron & Horseshoe Co., and the remaining directors are G. P. Grant, W. T. Sampson and James Bicknell. T. H. Watson, late manager Toronto Bolt & Forging Co., is to be the general manager.

Shareholders are offered cumulative preferred shares, and in addition 25 per cent. bonus on the common stock.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

IMPERIAL VARNISHES. — Trade sales catalogue No. 12, issued by the Imperial Varnish & Color Co., Toronto, is a neat booklet of 58 pages and cover, the latter being handsomely embossed. They also issue a general catalogue for furniture, cabinet, piano, organ, casket, coffin, carriage, railway coach, boat, canoe, wagon, foundry, machine, agricultural implement, electric, lithographers, bag, trunk, brush and broom manufacturers. In No. 12 Elastilite varnish, Orolite and F.S. oil finishes, mangalite driers, and their very complete line of varnishes, japans, wood fillers, paint removers, and other specialties, are described. Maple Leaf paints and colors in oil, Newcastle white lead, enamel paints, etc., are also featured. Prices are quoted on all lines and the book is complete in every respect.

OLD FIRM—NEW NAME.—Signalizing their change in name, Cummer-Dowswell, Limited, successors to the Dowswell Mfg. Co., Hamilton, have issued a comprehensive catalogue of 100 pages, finely printed and illustrated, and showing their very large line of clothes wringers, hand and power washing machines, barrel churns, egg crates, clothes dryers, etc. Many new lines are included and a study of the book will repay any merchant. The large increase in the company's business has resulted in the erection of extensive additional buildings for manufacturing and storage purposes, the installation of more new and up-to-date machinery, and the organization of an efficient staff of experienced, competent workmen; all of which they point out means better goods and better service. The catalogue should be on file in every hardware store.

M. E. Cutcliffe, of Turnbull & Cutcliffe, Brantford, was elected a school trustee in that city by acclamation.

A. E. & W. A. Kemp entertained the salesmen, office employees and foremen of the factories of The Kemp Mfg. Co. and the Macdonald Mfg. Co., at a banquet at the St. Charles Cafe, Toronto, on Dec. 30. A splendid toast list and program of songs, etc., was contributed by the members of the staff, over 100 of whom were present from Toronto, Montreal and west to British Columbia.

HARDWARE AND METAL

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THE TURNOVER OF STOCK.

At the Hamilton convention of the Ontario Retail Hardware Association, the question of how often the hardware stock should be turned over, was discussed along with the kindred question of how the amount of stock carried should compare with the volume of business done during the year. Some stated that they turned over their stock two and one-half times in the year, some went as high as four times, but the average seemed to consider a turnover of three times as very satisfactory. What seemed to be a very good example, was that of a hardwareman in a small town near London, who last week informed Hardware and Metal that he carried a stock of about \$7,000 and from February to August, 1909, he had done a business of \$11,000. The figure for the entire year, he expected, would be between \$24,000 and \$25,000.

Upon the number of times the merchant turns over his stock, his success depends. Therefore, every merchant must strive to keep as little capital tied up in idle stock as possible.

In this connection the experience of a western retailer is worth repeating. This hardwareman had a stock of \$22,000, and was anxious to cut it down, as he considered the interest on his investment was too large, when compared with his annual sales. He decided, therefore, after taking stock two years ago to adopt the plan of adding to goods received into stock, not only the cost and selling price, but also the date and quantity received. Thus when half a dozen 1/2-in. cold chisels were received—every

cold chisel was marked with a cutlery enamel, which flows from a pen as follows: "1/2 dozen—4/20/09. BL/20." The next time cold chisels were needed they were placed upon the want list as above mentioned—1/2 dozen — 4/20/09, BL/20. Now if these cold chisels appeared on the want list one year after it would show that one year had been required to sell one-half dozen cold chisels. Hence, instead of ordering one-half dozen, one-sixth of a dozen would be ordered.

This method was applied to the entire stock, and in two years he was enabled to reduce his stock \$3,800 without curtailing his sales in the least. In other words, he was enabled through this system to take \$3,800 from the business and invest it in lands which have since brought him a good profit.

At this time when merchants in all parts of the country are taking stock it is an opportune time to put into force some such system. Every effort should be made to reduce stocks to the minimum upon which the demands of the community can be satisfied. In these days there is no excuse of buying only once or twice each year. The aim should be to turn over the stock each month, if possible.

INADEQUATELY PAID MEN.

The business men of Ontario who have any influence with the Government of that Province should exercise it on behalf of the professors of the Agricultural College at Guelph, who are at present requesting an increase in salary.

The salaries of these men are most inadequate for the work they are doing on behalf of the agricultural interests of the country. They are shamefully underpaid.

A short time ago a body of business men were invited to visit the college. They spent a day there, and after coming away many of them expressed their opinions very strongly in regard to the inadequate remuneration paid the professors. Many of them had clerks who were getting better pay than some of the professors.

Millions of dollars annually are being added to the productive value of Ontario because of the work which the professors at Guelph are doing in the way of instructing the farmers in intensive farming. The results they obtain from experiments at the Guelph College are passed on to several thousands of farmers in Canada annually to the manifest advantage of the material wealth of the country.

The more money the farms of this country earn the more money is there for distribution among the business men. Obviously, therefore,

it is in the interests of the business men that the professors at Guelph should receive adequate compensation, because if Canada does not do so other countries eventually will.

Canada has already lost a good many valuable public servants because of the parsimony with which they have been treated in the matter of salaries. We should profit by the mistakes of the past.

AN AFTER-STOCK-TAKING SALE.

Many facts, besides the amount of goods on hand, are brought to light by the annual inventory. The inventory of the stock is necessary before the books can be balanced, and when this has been done the amount of profit on the year's business is shown. But the inventory is of more value than simply to be the means of revealing the profits of a year's business.

It will not be a difficult thing to ascertain just what goods are not moving; to find out exactly just what and how much dead stock there is in the store. For this purpose it will pay well to compare the stock sheets of one, two and three years back. So-called dead stock is brought to light by the inventory, but there are many dealers who will not admit that their stores contain any but the most saleable stock.

Department store merchants would class as dead stock that which did not move within ten months. Dead stock consists of anything that does not find a ready sale.

It will often be found that goods that are now unsaleable were once the best-selling articles in the store. Sometimes it happens that good, marketable merchandise becomes, for one dealer, at least, dead stock, because his sales may be cut off, although the goods are not obsolete. However, in most cases, dead stock can be traced back to careless or reckless buying or poor store management, although in spite of the most careful attention it will accumulate.

Having discovered the unsaleable goods, the thing to do is to get rid of them, even at a sacrifice. And right here is an opportunity to enliven business during an otherwise dull season by having a special sale. Such sales are profitable incentives to trade if conducted rationally and the public is taken fully into the confidence of the merchant. A merchant who is always having a "closing out" or "retiring from business" sale is looked upon with suspicion by all desirable customers, and such a man soon finds that he has only "bargain hunters" as customers.

The successful special sale must be conducted along novel lines, always offering something attractive and desir-

able and always having a bona-fide bargain. Fake sales and fake advertising have no place in a long-standing business. The store that adopts such methods may win temporary trade, but its career is short-lived and the end is ignominious. The confidence of the people will make your business a success. Study that point well and let it be ever present with you, when you are planning and advertising a sale.

A sale may be well advertised and the bargain may be genuine, but if careful preparation is not made in the store the results will not be what are anticipated. The advertised articles should be given prominence and arranged so as to attract immediate attention, and every clerk should be thoroughly posted on the sale price, the object of the sale and the advantages offered.

Special displays of certain lines of goods, at the proper time, often attract many people to the store and start a train of thought toward something that the people really want, but had not thought of until their attention was called to it. It is not a necessary feature of every special sale that prices should be slashed. An occasional exploiting of some seasonable line or lines of merchandise on their merits will be found to repay earnest and conscientious effort.

PRIMARY METAL MARKETS.

Comparisons of tin, copper, lead and spelter in the primary markets at the opening and close of the year, and also at the half year are very interesting. Taking the highly speculative metal, tin, we find that the opening price was £132.5 shillings in London, and \$29.25 New York. At the end of June the figures were £131.17.6 and \$29.20, while the closing price for the year was £153.5 shillings and \$33.90. Of course, the heavy bulling movement in London is responsible for the much stronger figures at the close of the year, but a study of the prices since June shows that tin, with all its fluctuations, has displayed a steady tendency to advance. Consumption has been very good in the States, and the prospect of even a better demand in the future is responsible for the London bulling movement. It must be admitted that considering everything, tin has had a good year, and is in a promising condition for 1910.

Copper opened the year at \$14.12½, New York, and £63.17.6, London. At the end of June it was \$13 and £59, while at the close it was \$13.70 and £61.15. Here we have by no means so good a comparison as in tin. Copper shows a decline, on the year, but an advance on the half year. But the metal has had the misfortune of being over-

whelmed by production. The consumption has been, so it is estimated, a record one, but the production has also been a record, and a greater one. It shows the strength of the metal that despite the continual increase of stocks — stocks which were held in speculative hands, that prices have been held so strongly, only sagging with the utmost reluctance. There is no doubt that if production were restricted, if labor troubles but did what producers should do on their own account, copper would quickly recover. There is plenty of life in the metal.

Spelter shows the value of control in the markets united to a strong demand. Starting the year at £21.2.6, London, and \$5.05, St. Louis, at the end of June the figures were £22 and \$5.32½, while at the close they were £23.2.6 and \$6.10. Here we have an advance right through. Especially from May have figures shown exceeding strength. Of course, the increasing demand produced by the development of galvanizing has been the greatest element of success, but the strong control has enabled full opportunity to be taken of the consumptive situation. Spelter is an object lesson to copper.

Lead opened the year at £13.7.6, at the end of June it was £12.17.6, while it closed at £13.11.3. Here we have a slight advance, but a scrutiny of the figures for the year shows an irritating fluctuation. Very few evidences of a strong movement are shown. TCCC Lead has been disappointing, probably more so than the other metals. Consumption has been only moderate, while the visible supply has always been more than capable of taking care of the demand. A stronger movement was shown in the market at the close of the year.

Altogether the prospects for the year in metals look very good, and if speculative movements are kept under ordinary control 1910 should show much better figures than the preceding year.

AN ESSENTIAL TO SALESMANSHIP.

One of the essentials to successful salesmanship is knowledge of the goods the salesman is selling. If he does not know them, he cannot talk intelligently about them.

Those possessed of "the gift of the gab" and little knowledge may be able to sell some goods, just because there are some people who can be fooled all the time, but it must be remembered that "all the people cannot be fooled all the time," and the successful salesman builds for to-morrow as well as for to-day.

He who goes on the assumption that, because he can talk well or has a pleas-

ant manner, he can make a successful salesman without being acquainted with the goods he is selling, is building his house on sand.

Knowledge that is worth while is not easily obtained. He who seeks it must dig deep and hard for it. Dig into the trade papers and other forms of literature from which information can be obtained. Study methods of manufacture or character of growth.

The more valuable the knowledge, the more difficult is it of attainment. But the reward is worth the effort.

A PAIR OF CONVERTS.

It is said that Sir Wilfrid Laurier has advised the Premier of Quebec to appoint a business man to the portfolio in the Provincial Cabinet which is to be vacated by Hon. W. J. Weir, who is being elevated to the Bench.

This reminds one of the speech of R. L. Borden, at the banquet of the Manufacturers' Association at Montreal, a few weeks ago, during which he strongly expressed himself in favor of more manufacturers being in Parliament.

There is undoubtedly a growing spirit in Canada in favor of giving business men a more prominent place in the administration of public affairs. And its growth is being fructified by necessity. Professional men are all right in their place, but they too often lamentably fall down in practical business affairs.

The work of governing a country is to all intents and purposes a business affair, and it naturally follows that those who administer should be men of practical business experience. Like begets like.

Very little reliance can, as a rule, be placed on the public utterances of politicians. They are given a great deal to "jollyng." They loiter around the corner and only get into the procession when they see that public opinion is strongly represented in it. In other words, the politicians do not lead, they follow public opinion.

The significance of the attitude of Sir Wilfrid Laurier, the Premier, and R. L. Borden, the leader of the Opposition, in regard to a representation of business men in Parliament, is an evidence that they are realizing that public opinion is becoming strong in regard to this matter, and wish to march in the procession. They are both to be congratulated. It is an evidence that they both have eyes with which to see the trend of affairs. And when they begin to see things in the right light, others will follow. It will be fashionable, for there are fashions in political ideas, as well as in garments.

It is to be hoped that when opportunity affords, Sir Wilfrid Laurier and Mr. Borden will bring forth works meet for repentance.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Lead—Advance of 5c.

Cotton Twine—Now 24c.

Sash Cords—No. 8 now 34¼, (7) 34¾, (6) 35¾.

Bolts, Machine and Carriage—Advanced 5 per cent.

Ground White Lead—15c advance.

Toronto.

Ground White Lead—30c a hundred advance.

Picks, Hoes, Crowbars—7½ per cent. advance.

MONTREAL.

Jan. 7.—There has been no particular feature of interest to the markets this week. The holiday spirit was felt right through, and in consequence trade was quiet and spasmodic. The city trade was especially dull.

Quotations have continued firm and unchanged except in the case of imported and domestic lead which has advanced 5c. The firmness which developed in the primary markets around the end of the year have been reflected locally. Local authorities seem very confident as to the maintenance of a good tone to the markets.

Conditions in iron and steel are the same. There has been little local new business this week, but a stronger call is expected before the new year is much older. In many cases stocks have almost been used up, and users will be in the market again before long. Active trading is expected to commence much earlier than last year, and the prospects generally, with light stocks all over the country, are very favorable.

Pig Iron—There is little feature of interest to the pig iron situation. New business during the week has been slow, although there is no let up in the pressure on the furnaces. A strong run is expected upon store stocks, as consumers have used up much more metal than they expected, and are now working on very low supplies. We continue to quote: Domestic \$20.50 and \$21.50 at foundry; Summerlee, soft, \$20.50; Selected, \$21; No. 1, \$21.50; Middlesboro, \$19.50. Prices in the States have tightened a little in the past few days instead of weakening, and specifications are coming in steadily. New business has continued quiet. Judge Gary, chairman of the United States Steel Corporation, states that there is nothing in sight to indicate that there will be any great reduction in the iron and steel trade for year 1910. Most of the manufacturers have orders which will fully occupy their mills far into the future, and the new business from day to day, which continues active and large, will soon fill the books for the entire year.

Tin.—Tin is unchanged at 35½c. Trade is very quiet, reflecting the holiday spirit, although there has been one or two rush orders, showing how light stocks are. The speculative element in London seems to be getting spasmodic, but the local markets remain firm.

Prospects look very good, and judging from inquiries there is plenty of trade ready to break in.

Copper—Copper is quoted at 14½c unchanged. Buying has been dull and without feature. Conditions are the same in New York. The speculative element in London is not so pronounced, and the market seems to have swung back a little. Plenty of trade is maturing and jobbers are satisfied with prospects.

Spelter.—Spelter remains firm at \$6.25. Not much trade has been doing although a few fair sized orders have come in. The primary markets are firm, and there seems little chance of any material change in the immediate future.

Lead.—Lead is a little stronger locally and prices for both domestic and imported have been marked up 5c, quotations being now \$3.75. Not much business has been doing, but the continued firmness in London has strengthened things here.

TORONTO.

January 7.—This is stocktaking week among the metal men and hardware jobbers. The volume of orders passing is not very big, though shipments of earlier bookings are almost as heavy as before the holidays. There is a slightly higher tone to English and Scotch irons, but not very great. Lead, too, is firmer; but neither of these metals has shown any advance locally over last week's figures.

Preparations are being made for new business for 1910, though last year's books are not yet entirely clear of orders.

PIG IRON—Quotations for last week and the week before remain. In fact conditions and prices are the same as immediately before Christmas. Inquiries are still arriving, but metal men are trying to begin the year with a clean slate by filling old orders, so as to have a good return in the books for the close of 1909. All the Canadian furnaces are yet busy, and they hope to pile up a little stock before the spring. Summerlee ranges from \$23 to \$24; and Middlesboro No. 3 and Clarence are up to \$22. Glengarnock is \$23.50; Jarrow, and No. 1 Clarence, \$21.75; and Canadian foundry \$22. The British prices are slightly stiffer, and makers are holding off from selling too far into the future.

TIN—While still standing at \$36.50 tin in quantities may be had for a dollar less. This is not due to any weakness, however, but merely to the quieter business of the week.

LEAD—Domestic lead is firmer, though the old quotation of the past couple of weeks still rules. It was thought this line of lead would go up this week, but the closing of the books is preventing any change from taking place until after stocktaking. Imported lead is \$3.80 and domestic is ranging up to \$3.70. Business is quiet.

COPPER—Unchanged at 14c to 14½c. Some interesting inquiries are coming in and one or two of the local dealers have bought largely within the past ten days.

SHEETS AND PLATES—The new prices for 1910 are not yet out and orders are based on last year's quotation. The changes, if any, that will occur are not expected to be radical. January will see a large proportion of the booking done for spring delivery, and this booking will pretty well settle the prices for the year. The demand last year was enormous.

SPELTER—This metal is yet hovering around \$6. No change is anticipated while steady sales continue. The orders while not calling for large quantities are fair in number.

OLD MATERIALS—The quiet trading in new metals has kept fluctuation away from old materials. Old copper is the line most in demand just now. All prices remain unchanged.

U.S. IRON TRADE.

Cleveland, Jan. 6.—The Iron Trade Review to-day says: The iron and steel mills are beginning the new year with an accumulation of tonnage in finished products upon their books awaiting delivery which practically insures their full operations throughout the first quarter. Buyers have not overlooked any opportunities to specify in full their contracts expiring Jan. 1, many of which were negotiated at advantageous price terms, and the cancellation of unordered tonnage has been comparatively light. The prospects for the renewal of heavy buying before the present business shall have been worked off are reported to be very promising.

U. S. METAL MARKETS.

New York, January 5.—The Iron Age will say to-morrow that no year has ever been entered upon of which as much was expected as the iron trade now expects of 1910. At the beginning of no year has as large a volume of business been definitely under contract as the steel manufacturers have on their books to-day. Opinion is practically unanimous that the consumption of iron and steel this year will be well beyond the surprising record of 1909. The pig iron statistics for January 1 show that the output in December was 2,635,680 tons, or 85,022 tons a day, against 2,547,508 tons in November, or 84,917 tons a day. On January 1, 313 furnaces were active, or one less than on December 1, and their weekly capacity was 595,216 tons, against 598,216 tons one month previous.

The pig iron market, while quiet, shows less weakness than in recent weeks, and in various directions inquiry is increasing. A good many orders for spring shipment of cast iron pipe are in hand, and the outlook is improving.

FOR SALE.

\$25.00 WILL BUY A 4 FT. HARRIS WOOD FURNACE, with galvanized casing, in good condition. \$50.00 will buy a 6 ft. Cast Iron Cornice Brake, Moore make, in good condition. The P. Hymme Co., Ltd., Berlin, Ont. (21)

HARDWARE MARKETS

MONTREAL.

January 7.—Trade, naturally, has been quiet during the week, the interruption of the holiday, and the absence of the travelers from the road, all tending to make things quiet. Cutlery and silverware have completely fallen away, while even the great run on skates has slowed up. General odd lines have formed the bulk of the movement.

There is great confidence as to the future among the trade. All the representatives of the various houses are setting out with the utmost confidence as to coming business, and they are buoyed up by the fact that dealers generally seem ready to place substantial orders. It is well for merchants to remember that jobbers may not be able to ship so promptly this spring as they did last.

Some price changes have been announced, probably the first of a good many. Owing to the advance in raw material cotton twine is now 24c; sash cords No. 8 and longer 34½c; No. 7, 34½; No. 6, 35½. During the week machine and carriage bolts advanced 5 per cent., also coach screws.

Builders' Hardware.—The movement in builders' hardware has fallen off, but a few sorting orders have come in. Prospects for the spring look exceedingly favorable as the building trade generally throughout the country anticipate a busy season. We quote: Lock sets (inside) \$4 per doz. and up; lock sets (outside) \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32½c to 33c.

Winter Lines.—Sorting up orders have fallen off except in very general lines, while booking for the spring is very quiet. There has been a movement in green wire cloth and screen doors and in poultry netting. Household goods are commanding fair attention, and the recent cold snap has stimulated the demand for weather strip. Great confidence is felt as to future trading by the jobbing houses, and preparations are being made for carrying heavy stocks to meet the rush.

Sporting Goods.—The shortage in certain sizes of skates continues, but as the call has fallen off the scarcity is not so prominent. The absence of snow continues to militate against the call for snowshoes and toboggans. The starting of the hockey season has stimulated the demand for sticks, and breakages are already responsible for repeated calls on the merchant.

Miners' Supplies.—There is at present little feature to the market, and most of the lines are quiet. Powder and drilling hammers are most prominent. We quote: Miners' picks, 16½c a pound; prospectors' hammers, 16½c; pick handles, \$1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

Bolts and Nuts.—An advance of 5 per cent. has been made in carriage and machine bolts although it does not seem to have been generally followed as yet. Trade is good, and the advance of raw material, as we anticipated, has necessitated this change. We quote: Discounts on carriage bolts, ⅔ and smaller, 66 2-3; machine bolts, ⅔ and less, 6, 10 and 5; coach screws, 72½; stove bolts, 80 and 7½.

Lumbermen's Supplies.—These lines are moving very well, lumbering operations being now in full swing. The market is firm, and we quote: Cant hooks, \$12 a dozen and up; axes, \$6.50 a dozen and up; axe handles, \$1.15 and up; cross-cut saws (inferior) 25c per foot and up, better grades, 43c per foot and up; axe wedges, 25c a dozen and up.

Wire.—Wire lines are quiet, but jobbers are anticipating good business in the future. No changes are announced, and we quote: Barb wire, car lots, mixed, \$2.45; small lots, \$2.50; plain twist, car lots, \$2.75; small, \$2.80. Galvanized wire, No. 9, \$2.25 in straight and mixed car lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30; straight and mixed car lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO.

January 7.—As with metals so with hardware this is stocktaking week. While this work has been pretty nearly completed, it has not sufficiently advanced to gauge an estimate of the past year's business. This much is certain, however, the volume of trading last year is very much in excess of the two previous years, and when the final count is made is expected to show a record.

There are rumors of advances in some heavy goods lines, though jobbers state they do not wish to change prices until the new stock sheets are ready. Manufacturers have issued circulars telling of the raise in prices of earth and rock picks, grub hoes and crowbars. The advance amounts to about 7½ per cent. These are the only lines reporting increases this week. While no radical changes are anticipated some other goods may show advances before the end of next week.

While travelers are but a few days out on their routes there have been sufficient orders coming in to keep the shipping departments quite busy. A change has come over the complexion of the orders. Shelf goods and general sorting up lines are called for. Inquiry for spring is opening up fairly well.

WINTER GOODS.—While demand for strictly winter lines are not by any means heavy some fair orders for immediate needs came in this week. The staple lines seem to have the call. Snow shovels on previous bookings are still going out, but present sales of these goods are small. Stable fittings and saddlery hardware are good sellers—sleigh bells, robes, lanterns, ties, and things of that sort.

BUILDERS' HARDWARE.—There is a breathing space at last in this line. Judging by the building permits continuing to be issued all goods coming under this head should be bumper sellers, this year. Builders are expecting to break ground for new structures immediately the weather moderates. Some seem to think that early March will see a beginning of building.

SPORTING GOODS.—With the exception of some ice goods—hockey skates and sticks—this line is considerably tamer now that the holidays are over. The snow has made possible a few sled sales, but in general sporting goods are quiet.

HEAVY GOODS.—There is a cessation in the rush for goods, though wire nails are selling fairly well. Pipe also is somewhat in demand; the smaller sizes for residences—gas lines and wire conduits—and the larger sizes on spring bookings for steamfitting purposes. Picks, hoes and crowbars have advanced 7½ per cent. this week and other manufactured iron and steel lines of tools and heavy goods like bolts, nuts, etc., are expected to firm up shortly.

WIRE.—Inquiry for spring and summer is good, and evidently the present will be an active season. Prices hold at the old figures, and are steadily firm. Prices across the line have slightly advanced.

HARDWARE PATENTS.

The following is a list of Canadian Patents granted on December 21, 1909, relating to hardware and metal, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa.

122684. T. E. Pope, Alameda, Cal., expansive bits.

122693. W. Dennis, Milwaukee, clutches.

122723. C. F. Anderson, Guttenberg, N.J., hinges.

122730. S. B. Battey, New York City, pocket lighters.

122738. G. C. Brown, Roseburg, Ore., combined pipe wrenches and cutters.

122760. T. A. Hall, Jackson, Mich., bolt cutters.

122766. W. H. Hornberger, Doylestown, Ohio, tool handles.

122767. E. B. Hovee, Alsen, N.D., wrenches.

122772. W. Jacobus, Paterson, N.J., lock nuts.

122777. E. Kener, Buffalo, screw nuts.

122805. L. P. Percival, Tacoma, locks.

122828. C. C. Swanson, La Porte, Ind., wrenches.

122839. H. Vohl, Harvey Junction, Que., nut locks.

NEW SELLING PROPOSITION.

The Canadian Oil Companies, Toronto, have begun an aggressive advertising campaign for "Sterling" paints featuring an absolute five year guarantee, backing this up with an offer to refund in cash or material in any case where their paint does not give the good results claimed for it.

The Canadian Oil Companies, it will be remembered, succeeded the Canadian Oil Co., a year ago, and after several months of preparations are now announcing their proposition, having such confidence in their product that they will conduct an extensive advertising campaign to the consumer, featuring the guarantee of quality. They ask retailers to write for information regarding the big profit plan they offer to the trade.

HARDWARE TRADE GOSSIP

Ontario.

William H. Keyes is now representing Lewis Bros., Montreal, at Sudbury and the North shore.

J. A. Fife, of the Fife Hardware Co., Fort William is spending a few weeks' vacation at Duluth, Chicago and Toronto.

G. N. Gray, who has been manager for Lewis Bros., Montreal, in Ottawa, has resigned his position and been succeeded by J. Kerr, who is a native of Ottawa.

C. H. F. Plummer, son of James H. Plummer, of the Dominion Iron and Steel Co., who died in Toronto, was buried in Montreal on Wednesday. The funeral service was held in the Church of St. John the Evangelist.

The George Taylor Hardware Co., Cobalt, last week moved into their new building on Silver Street. The new store, which is of solid brick on cement foundation, is the second of the "new era" buildings in Cobalt to be completed.

Tenders addressed to L. K. Jones, secretary, department of railways and canals, Ottawa, will be received until January 18, for the supply and delivery of various articles of hardware, etc., for use on the Welland canal and its branches for the year 1910.

Quebec.

S. Spafford, Calgary, has been calling on Montreal hardware circles.

Hogue & Desaulniers have been registered as hardwaremen at Montreal.

Henry Coursolle, Avoca, Que., has been calling on the Montreal hardware trade.

F. Orr and Mrs. Lewis, Montreal, have sailed for England by way of New York.

H. Prew, Montreal, has been appointed agent for the Stewart Iron Works Co., Cincinnati.

Drummond, McCall & Co., Montreal, have been incorporated as a limited liability company.

A. O. Campbell, representing Lewis Bros. in Vancouver, stayed in Montreal on his way east for a trip.

McLachie Bros.' block in Cowansville, was destroyed by fire on Dec. 31. The loss was about \$15,000.

J. W. McGuire of the Auto-Strop Safety Razor Co., New York, has been on a visit to the Montreal headquarters of the company.

Geo. L. Cains, the past year's vice-president of the Montreal Board of Trade, has, after the usual custom, been nominated for the presidency.

Harold H. D. Anderson, managing-director of the Associated Portland Cement Manufacturers (1900) London, Eng., is back in Montreal after an extended eastern trip. Mr. Anderson will return to England by way of New York.

The first series of games in the Montreal wholesale hockey league was played this week. Frothingham & Workman beat Thos. Robertson 1 to nil; Lewis Bros. beat Starke-Seybold 2 to nil; Canadian Fairbanks beat Caverhill-Learmont 4 to nil.

George Drummond of Drummond, McCall & Co., Montreal, has been appointed Consul-General for Denmark in Canada. Mr. Drummond is the first consul-general that has been accredited by Denmark to Canada, the previous representatives here being consuls only.

The following firms have helped in the equipment of the emergency hospital organized by citizens of Montreal to fight the epidemic of typhoid now raging. Canadian Rubber Co., Thos. Davidson & Co., the Jas. Walker Co., Jas. Robertson Co., M. Philburn & Co.,



CHARLES F. SMALLPIECE.

Recently Appointed Manager of the Montreal Branch of the Taylor-Forbes Company, Guelph.

Canadian Fairbanks Co., McClary Mfg. Co., Drummond, McCall & Co., and Thos. Robertson Co. The Thos. Davidson Co. also offered the use of a two storey factory heated, but a more suitable building was accepted from the Northern Electric Company.

Western Canada.

A. E. McKenzie's tinshop and furnace depot at Moose Jaw has been sold to Frost Bros.

T. J. Farley has purchased the hardware business at Saskatoon conducted by the late Mr. Ward.

R. J. Macdonald and H. A. Calder, of Strathcona, have taken over the W. E. Ross Hardware Co.'s business at that place which was recently damaged by fire.

C. E. Chown, who has been representing James Robertson Co. in the west, has resigned his position to take charge of the interests of T. McAvity & Sons, St. John, N.B., in the same territory.

W. A. Sturdy, late of the Lawrence Hardware Co., has joined the staff of Bourne Bros., Revelstoke, and is now in charge of the hardware department. A large stock of hardware will be kept and the department rearranged and considerably enlarged.

Mr. Johnson, a hardware merchant of Penhold, Alta., while on his way last week to visit relatives at Markerville, was overtaken by a runaway team, which ran into his rig, upset him, threw him under the feet of the horses. He was taken to Red Deer hospital where he died the next afternoon.

TRADE PROSPECT INTERVIEWS.

Following are additional interviews with Toronto men on the trade outlook:

"I believe we shall see splendid business during this year," said S. P. Kennedy, president of the Kennedy Hardware Co. "It will not, however, be a boom, as some seem to think, but rather a steadily increasing trade—better than last year and perhaps the best we have yet had. Last year was a good one, but the margin on which the hardware business is conducted to-day is slim. There is one hardware line in the handling of which dissatisfaction is felt by jobbers, and that is the way in which manufacturers of builders' hardware are passing over the heads of the jobber and dealing direct with the hardwareman instead of through the regular channels of trade. However, the year just closed was a satisfactory one, and we expect the opening year will prove more satisfactory still."

A. D. Kennelly, manager of the McClary Mfg. Co.'s Toronto branch, stated that last year was a very good one, and of course this present year is expected to surpass 1909. "The farmers have had good crops," he said, "and have plenty of money. Unfortunately for trade many of them prefer to put it in the banks rather than pay their accounts promptly. If there were some system by which the method of present-day collections could be improved there would be fewer failures. We are preparing for and expecting to do a large trade during 1910 than we did even last year."

"I think the prospects for 1910 are very bright," said A. E. Kemp, of The Kemp Mfg. Co. "Last year was an exceedingly good one, and I think the prospects for this present year are better still. There does not appear to be anything ahead to make one say or think otherwise."

Many Ontario hardware firms have sent in largely signed petitions to be sent to the Senate protesting against the establishment of a fire insurance monopoly. Retailers having petitions in hand should forward them at once to the secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto. After January 12 they should be sent to the Senator representing the district the hardware merchant resides in.

Business Methods of Canadian Hardwaremen

Novel Window Display at St. John, N.B.—Decorations in Winnipeg Hardware Stores—Guessing and Drawing Contests—Unusual Features in Window Displays.

Novel Window at St. John.

St. John, N.B., Dec. 28.—The Provincial Government is having plans made with a view to enlarging the Suspension Bridge over the falls in the St. John river, so that street cars can use the structure. The idea has been illustrated very cleverly in one of the windows of McLean, Holt & Co., Union Street, dealers in stoves and kitchen hardware. A representation is shown of the bridge as it would appear strengthened and enlarged for street car traffic, practically all the material used being taken from stock. The bridge is composed of a galvanized iron flooring with piers made of stove pipe and cables of heavy wire clothes line. The side railings are fashioned from cake coolers cut in two and heavy wire uprights and cross pieces have been put in. The piers are surmounted by small brass lanterns. In the background is a painting of the Cantilever bridge, which runs alongside the pulp mills, islands and falls, and in the foreground and under the bridge is a realistic production of the rocky sides of the gorge and the water flowing between.

A tugboat is shown in the act of passing up under the bridge with a tow of two scows, which are represented by cake pans, filled with stove and metal polishes, etc. A street car is also shown passing over the bridge. The idea has been well worked out and many favorable comments have been heard.

The other window shows a kitchen scene with two cabinet ranges all set up and connected, and all the necessary equipment for cooking purposes or wash day. One of the details is a realistic little mouse on its way to a trap, that is set on the floor.

Both windows were designed and arranged by R. H. Irwin, manager of the McLean, Holt & Co.'s retail department and they reflect great credit on his skill and originality.

W. E. H.

DECORATIONS AT WINNIPEG.

Winnipeg, Dec. 24.—The display features of this city are excellent, although no particular window can be pointed to as a surpassing piece of art, yet the fact remains that so many have taken advantage of the season to display their goods, and win their portion of the passing trade.

The window of Macdonald & Fleming's store, is exceptionally neat and beautiful, but it lacks what might be termed an "eye-catcher" or compactness.

Watt & Gordon have an extremely good interior display. Immediately upon entering the store, a large table about

four feet high comes unavoidably into view. It is draped from the top to the floor with dark bunting, while the surface has a white background, and is covered with cased cutlery. To give the whole display effect, the back of the table is raised, giving the whole an inclined appearance.

As an evidence of the value of a China and cut glass department in the hardware store, the Robinson Co., of this city can furnish an excellent example. The trade this year is over double that of one year ago, and thirty-five clerks are engaged to look after the holiday trade.

L.C.H.

A GUESSING CONTEST.

Tillsonburg, December 28. — Guessing contests are always popular with customers of stores in all lines. W. B. Hogarth, Tillsonburg, placed a pitcher of beans in his window last week, and valuable prizes were awarded those guessing nearest the number, one guess being allowed with every 50c purchase of goods. The proprietor stated that the contest aroused considerable interest, and the results attained were very satisfactory in every way.

UNUSUAL WINDOW DISPLAYS.

Chatham, December 29.—"It's rather discouraging to the window dresser," remarked a hardware clerk recently, "but it does seem to me as though the best arranged window I can devise hasn't the tenth of the drawing qualities possessed by some scrub affair with a couple of fluffy chickens in a cage in the centre, or a collection of bogus bank notes or something else that has nothing at all to do with the business carried on inside."

The remark has beneath it a great substratum of truth, and this fact has time and again been proven by actual experience. Some time ago a merchant put on a stock food display in which he featured a hen and a brood of chickens. From dawn till dark there were always people congregated in front of his window. In this case the hen and her brood formed an integral part of the display; but the same peculiarity is noticeable when a green Poll Parrot is hung up, while it is generally conceded that a grocery store window never attracts so much attention as when the store cat is chasing flies inside.

Curios of one sort or another have a similar drawing power. The champion potato of the district, Tecumseh's tomahawk, grandfather's crown deed of Upper Canada land or the letter which Uncle John wrote home from the Northwest in '85, will always attract attention.

One local merchant shows in his window the latest work of a local artist who has gained national prominence, and these paintings have always people looking at them.

While there is no immediate profit in things of this sort, they undoubtedly have a value in attracting attention to the window display of which they may or may not form a really vital part. They serve to emphasize the fact that it is the new and the unusual—or sometimes the old and the unusual—but always the unusual that attracts the most notice. This is a hint from which intelligent window dressers will profit. And, if curios or birds or Belgian hares are to be shown, there is no reason why the curio or bird or animal should not be, so to speak, woven into the texture of the entire display. For instance, grandfather's sword is a mighty good weapon with which to emphasize the fact that prices have been cut to the limit.

Not that price cutting is laudable. However, the illustration serves to emphasize the manner in which a curio can be made part and parcel of a regular trade window display and add thereby to the drawing powers of the display itself.

W. E. P.

KILLED MAIL-ORDER COMPETITION.

Eganville, Jan. 4. — Some time ago the merchants of the Village of Eganville found that quite a lot of business that should rightly be theirs was going to Toronto's departmental stores "cash with order." The merchants being friendly, got together, considered the matter and secured a man to find out just who in their community were receiving their goods from Toronto. This gentleman got to work and a list of names was secured.

The merchants each received a copy of this list and had among themselves an understanding that when any person on the roll asked for credit, they should be refused and told that as departmental stores had been receiving their cash business they should ask them for credit.

It is claimed that results have justified the above action, that customers have come to see that the local merchants offer real advantages to local trade. They have given the matter some thought, and at present very little that can be bought at home is sent away for.

AIRSHIP WINDOW.

Paris, Jan. 4. — A local merchant, remembering that the year 1909 will go down in history as the year of the conquest of the air, erected a combination balloon and aeroplane. A piece of cardboard was rolled to form a tube. Two pieces were then cut to form cones, and fastened to the tube, for ends. A platform was suspended below this, and

STERLING PAINT AGENTS



If you're not making over
You're not getting

Sterling Paint Proposition for 1910. T

First and foremost is the contents of the can. The paint itself all color cards read well—But it's the paint—not the label

Sterling Prepared Paint is a perfect paint—The most efficient

Figure it out yourself—it's like $2+2=4$.

Absolute purity of all contents:—White Lead—Zinc—Colors—Lines—correct proportioned formula plus perfect grinding plus extreme uniformity. Good body plus superior covering qualities plus ease

Sterling Advertising Campaign—Our Line of Selling Helps for

An article of merit will sell in proportion as it is known. You may honestly believe the paint you if the man passing your door does not know the merit of the paint you handle—well—he keeps on personal letters, newspaper advertising, attractive display signs, catchy window displays, general li of each locality. It's something different. It is unique. It has individuality and is better than expands.—Co-operate with us and we will make your store “paint headquarters” in your locality.

Another great advantage in handling Sterling Paint is quick de centre in the Dominion. So that no matter where your business

Sterling Paint gives you over 45% profit—Money—That's wh

There is no use having a large paint business, or a small one, unless you are making a good honest facturers. You are not in business simply to swap dollars with the paint maker. Following the i Retail merchants have not been able to raise their prices accordingly. Result—most dealers find, little or nothing left on the right side of the ledger.

Now there is a profit in Sterling Paint—not a get-rich-quick profit, n a gross profit that averages over 45%. You can buy Sterling Paint at an honest price.

Let us tell you all about our five-year your customers—not a mere vague “purity

Canadian Oil Companies, Lim

STERLING—THE ONLY PAINT THAT IS BACK GUARANTEED



MAKE MOST MONEY

45% Profit on Paint giving your Share



The "one" best proposition for the dealer

All cans look a good deal alike—most labels are attractive, that beautifies and protects a building or that fails to do so.

Paint—The paint that's guaranteed to last.

*and Oil plus
ness plus
of spread* } equals { *Durability
Economy
Permanency* } equals { *A first-class job
A pleased customer
Perfect satisfaction* }

ne Dealer.

able to be the best in every way for the public to buy. But, if the public doesn't know about it; king. Now that's just the point—we bring the paint users into your store by our new system of ture, booklets, cards, folders, etc. All this advertising is adapted especially to meet the conditions ything else in the paint field. Reinforce your business with such a power and it thrives and

**eries. We have distributing depots in practically every trade
s located, it's a case of hours—not days—in getting shipments
talks loudest.**


itimate profit on the turnover. You are not in business simply to distribute paint for the manu- eased demand, many paint manufacturers have been raising prices on prepared paint every year. he end of the year, after allowing for rent of paint space, clerks' salaries, cost of doing business,

**a "mining advertisement" profit, but an honest living profit—
guaranteed for 5 years at a remarkably low price. Honest paint**

rantee. It means perfect satisfaction to
uarantee. Write to-day for full particulars.

ted, Paint Department, Toronto, Ont.

MARKED BY A DEFINITE ABSOLUTE GUARANTEE FOR FIVE YEARS



Trade News from the Atlantic to the Pacific

a tiny propeller, worked by clockwork, was kept going continually. On the platform were articles suitable for Christmas gifts, with a small doll as driver.

CHRISTMAS TURKEY DRAWING.

Brantford, January 3. — Watt & Squire ran a most successful turkey competition during the two weeks preceding Christmas. Ten fine hen turkeys had been secured, and these were placed in the window, with corn to peck at, and a barrel and some perches to roost on. With every purchase of 25c. a coupon was given, the duplicate of which was placed in a box, and on Friday evening was drawn for. The window itself attracted a great deal of attention, and the contest more so, and the firm were highly pleased with the result.

A. W.

PAID RAILWAY FAIRS.

Brantford, January 3.—Two local firms, whose premises adjoin, one a dry goods firm, and the other a boot and shoe firm, combined this Christmas season, in a scheme to attract out of town buyers to their respective stores for their Xmas purchases. They placed large display advertisements in all the weekly papers of the surrounding country, especially in Paris, offering that the railway fare of all purchasers who purchased \$3 of goods in these two stores, would be refunded. The scheme was a very profitable one, and the firms were well pleased with the results.

AN IDEA FOR A SKATE WINDOW.

Chatham, Dec. 28.—The recent cold weather has started the skating season in fine style, and several good skate windows are shown. A rather novel idea is embodied in a display put on by Jas. A. King, hardwareman. At the back portion of the window, as well as at both sides, skates, straps and various skating accessories are shown on a sort of "terrace" about a foot higher than the floor of the window, the "terrace" being covered by red cloth. In the front portion of the window a section is left triangular in shape with the base of the triangle toward the street. This section is covered with a sheet of glass piled at the edges with salt, the combination forming a very good likeness of a sheet of ice just swept clear of snow. The "ice" adds considerably to the suggestiveness of the window.

W.E.P.

VANCOUVER.

December 31.—The Christmas business marks the close of as successful a year as has ever been experienced in Pacific Coast cities. All through, good trade was enjoyed by the hardware men, and during the holiday time there was none to offer the least complaint. Those handling express wagons for boys and such like found the call particularly good.

Kingston Papers Help Merchants by a "Shop Early" Campaign — Satisfactory Trade Reports From Pacific Coast Cities — Rolling Mills to be Established at Fort William — Colored Lights Used in Windows of Brantford Store.

ST. JOHN.

January 3.—In building St. John has forged ahead in 1909. There were 134 permits with an estimated cost of \$362,850, as compared with 101 permits and an estimated cost of \$270,150 in 1908. The increase is chiefly represented by new dwellings as there have not been many large buildings constructed.

Winter port business up to January 1 this year shows an increase over the same period last season of \$379,718.

W. E. H.

KINGSTON.

Jan. 4.—Between now and June, Kingston plumbers will have to put sanitary improvements in between 5 and 6 hundred houses, in order that the board of health order, prohibiting the use of privy vaults, may be obeyed. As a result they will have a very busy time, and the city engineer's department will be worked to the very limit, as an inspection has to be made of every place for which a permit is issued. The city engineer says that there is work enough for an inspector, and for some time, has advocated very strongly for one. He points out that his office has not the time to look after this matter without neglecting its own work. The department is willing enough to do the work if time was found, but as the engineer also points out, there is a limit to the amount of work which can be done. In his opinion a plumbing inspector should be appointed at once.

Kingston merchants report that the Christmas trade was better than a year ago. "The trade was not only good," said one dealer, "but the shopping was done much more earlier than in many years, and this was a great benefit to us." The bulk of this merchant's trade was carried on between the 5th and the 15th of the month, showing that people were beginning to realize that they get the best choice of goods when they shop early, the campaign carried on by the local press, having a great deal to do with this. A month before Christmas the papers asked the people to do their shopping early. But outside of this the people are beginning to see the folly of leaving off all their shopping until the last few days. A person going into the store the last few days of the rush, finds that nearly everything has been picked over, and that there is not much left for them to choose from. The old saying that "the early bird catches the worm" is true in this respect.

The Canadian Locomotive Works this week turned out a big mogul engine for the Canadian Northern Railway.

E. G. B.

BRANTFORD.

January 5.—The effect of using colored lights in plenty and in season has proved a success with a Colbourne Street merchant. A stock of vari-colored bulbs was laid in, and when a window is trimmed in green for instance, then green

lights are used, and so on. The effect is very pleasing, and adds greatly to the drawing power of the window.

Mostyn E. Cutcliffe, junior partner of Turnbull & Cutcliffe, was elected by acclamation to the school board, his opponent, in view of the former's exceptionally good work, retiring from the contest. Ald. Joseph Ham, of the Ham & Nott Co., manufacturers of bed springs, refrigerators, etc., was re-elected to the council in view of his activity in the endeavor to secure better market facilities, and better hospital management.

Local option was defeated but a temperance council having been elected, license reduction will be put in force, six at the lowest being cut off they state.

In Paris, the by-law for taking the first steps with a view to securing Hydro-Electric power, carried by a large majority.

J. Oliver, Welland, will erect twelve brick houses in Welland this year. 100,000 brick is already purchased for the work.

The Dain Manufacturing Co., of Welland, are perfecting plans for the addition of an automobile factory to their plant.

The office staff and factory superintendent of the Pratt & Letchworth Malleable Co., Brantford, were guests at a New Year dinner in Buffalo, of the head branch of the firm. About fifty from Brantford took in the trip.

A. W.

FORT WILLIAM.

January 4.—The by-law authorizing an agreement between Fort William and the Superior Rolling Mills Company carried yesterday, means the establishment at Fort William of what is believed will develop into one of the largest plants in Canada. According to the agreement, the company is to erect a thoroughly up-to-date wire and nail factory, employing at least one hundred men for 250 days in the year at ten hours each day. The names of those to the agreement are: F. W. Thompson, managing director of the Ogilvie Company; H. S. Holt, president of the Montreal Light, Heat & Power Company, Montreal; T. Drummond, vice-president of the Dominion Steel Corporation; W. T. Phippen, general counsel of the Canadian Northern Railway; W. A. Black, Winnipeg, western manager of the Ogilvies.

WINNIPEG.

January 4.—W. C. McLean, one of the oldest hardware travelers in the west, was presented with a cabinet of silver on New Year's eve at the Ashdown wholesale house, on the occasion of his return from his wedding trip in Eastern Canada.

Edward Ross, of the city order department of the Ashdown Wholesale Hardware Co., has been engaged as

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

AGENCIES WANTED

AUSTRALIA AND NEW ZEALAND—Messrs. Birt & Co., Ltd., 7 Macquarie Place, Sydney, New South Wales, and at Brisbane, Queensland; Bluff, New Zealand, are open to represent Canadian manufacturers and exporters. Excellent facilities for receiving, clearing and selling all kinds of raw and manufactured Canadian exports. Prompt statements and remittances. References—J. S. Larke, Esq., Canadian Trade Commissioner, Sydney; Bank of New South Wales, Ltd., Sydney. (2)

AGENTS WANTED.

*This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if **HARDWARE AND METAL** is given the opportunity to solve it.*

A FIRM, confining their operations to the West, having several sole agencies for Canada, desires to negotiate with responsible party to work Ontario and Quebec. Orders going direct. Manufacturers represent d are pre-eminent in their respective lines and have many customers in those two Provinces. Tiles, Glazed Bricks, Grates, Mantels, Baths, Stoves, Radiators, Paints and heavy hardware, etc. Address Box 935, **HARDWARE AND METAL**, Toronto. (2)

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

SET OF TINNER'S TOOLS FOR SALE—In use only six months. Latest design. A bargain. C. J. Werner, Mitchell, Ont. (3)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware and tinsmithing business in Southern Manitoba. Stock \$7,000, turnover \$20,000. Business established 18 years. Buildings can be leased if desired. Owner retiring from business. Box 931, **HARDWARE AND METAL**, Toronto. (3)

FOR SALE—**HARDWARE, STOVE** and tinsmith business; good village, County Middlesex; stock \$3,000; snap. Box 888, **HARDWARE AND METAL**, Toronto. (tf)

FOR SALE—Hardware, furniture and implement business in thriving district in Saskatchewan. No direct opposition. Turnover during the last eight months \$18,000 at good profit. Stock and fixtures \$5,500. Property \$4,500, on easy terms. Good reasons for selling. Box 932, **HARDWARE AND METAL**, Toronto. (5)

BUSINESS WANTED

WANTED—A good, established hardware business in live town or city west of Toronto. S. G. Read & Son, Brantford, Ont. (2)

MISCELLANEOUS

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the **KAHN SYSTEM** of Fireproof Construction. Used in many of the largest business premises on this Continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Road, Walkerville, Ont. (tf)

FOR fireproof windows, doors, skylights, fire door hardware, adjustable fire door hangers, cornices, metal ceilings, corrugated iron, ventilating work, slate, felt and gravel roofing write us. We do business all over Canada and know how to successfully handle work at a distance. A. B. Ormsby, Limited. Factories—Toronto and Winnipeg.

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A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, **HARDWARE AND METAL**, Toronto. (tf)

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A NY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

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DDOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

ERRORS AVOIDED, LABOR SAVED Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Oliviers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

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USE the best carbon paper. Our "Klear Kopy" Carbon gives clear, unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WHEN buying bookcases insist on having the best on the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Limited. General offices, Woodstock, Ont. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writterpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J.P. Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

MISCELLANEOUS

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and provide the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

GET the 1910 Canadian Almanac. Information on Customs Tariff; Bank Stocks; Foreign Exchange; Post Offices; Insurance; Assurance; Patents; Weights; Measures; Newspapers; Magazines; Succession Duties. Paper cover 50 cents; Cloth 75 cents. At all dealers or postpaid on receipt of price. Copp, Clark Co., Ltd., Department C., 68 Front St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us to-day. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont. (tf)

THE METAL REQUIRED in a modern concrete building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease—no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ont. (tf)

\$75 buys the best duplicating machine on the market. ACME prints anything a job printer can. Complete outfit: Acme Machine, stand with type cases, drawer for accessories, 20 lb. typewriter type, chase, Acme ribbon to match typewriter, pair tweezers, quinos, key set of registers. Guaranteed. Acme Duplicator Co., Baltimore, Md., U.S.A. (tf)

725-000 live merchants use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

SITUATIONS VACANT

PRACTICAL TINSMITH AND FURNACE SALESMAN WANTED for western town. One who knows the strong points of the "Sunshine" and the most modern ideas for the installation of same. Good pay for the right man. Apply, The McClary Mfg. Co., London.

STOVE AND HARDWARE SALESMAN FOR WESTERN CITY. He must be a good "McClary" man, acquainted with the construction and operation of stoves and a thorough hardware salesman. A great opportunity for a hustler. Liberal salary in proportion to qualifications. Apply, giving references, to The McClary Manufacturing Co., London. (3)

YOUNG MAN, eight years' experience in hardware business, both wholesale and retail, wishes inside position, city preferred. Can give best of reference. Apply to Box 934, **HARDWARE AND METAL**, Toronto. (4)

SITUATIONS WANTED

SITUATION WANTED—As hardware salesman, 8 years' retail and road experience. Would prefer city job. All references. Box 936, **HARDWARE AND METAL** Toronto. (5)

TECHNICALLY TRAINED, experienced and practical factory manager or assistant, open shortly for engagement. Strong on production and organizing department. Age 35. Write Box 933, **HARDWARE AND METAL**, Toronto. (tf)

WANTED—Position as traveling salesman, or would take position in retail store; fifteen years' experience in hardware and plumbing supply business, ten of which were spent on the road. Box 937, **HARDWARE AND METAL**, Toronto. (3)

Hardwaremen Bigger Than Their Business

clerk in the W. A. Templeton store, in this city.

A. E. Wyatt, of the R. Wyatt Hardware Company, has been confined to his home for a number of days owing to a severe attack of inflammatory rheumatism.

H. Byers, manager of the Nelson branch of the Ashdown Hardware Company, has exchanged positions with James Lawrence, manager of the Winnipeg retail store, during the stock-taking season. While Mr. Lawrence is absent from Winnipeg he will visit Banff, Alberta for the benefit of his health.

The inconvenience to which the retailer is subjected in some parts of Western Canada is brought out by the following complaint of a merchant in Komarno, Manitoba:—"I have seen places 500 miles from Winnipeg where merchants received their freight six or seven days after it was delivered to the freight sheds at Winnipeg, while it takes about 39 days after it leaves the freight sheds at Winnipeg to get the freight at Komarno, 48 miles from Winnipeg. I don't know whether it's the fault of the C.P.R. company, its employees or what. Some parties out here can get their freight within seven days, while others have to wait 37. Sometimes freight comes as far as Teulon and takes a rest till next time the train feels like picking it up and shoving it to the end of the line, 8 miles to Komarno."

Local retail merchants have commenced stock-taking and the tally cards already show a great depletion of stocks. There is perhaps only one line of goods over which the average hardware merchant has occasion to feel disappointed. The sale of rifles, guns and ammunition has been very light. The cause is traced quite easily to the fact that the country was flooded with cheap rifles purchased from the German and Austrian war offices. Western territory has always been excellent for fire-arms and ammunition, but the year 1909 has been a poor one and evidences are that the succeeding year will be equally as futile for this particular trade. L. C. H.

VICTORIA.

December 30.—The Christmas trade of 1909 is now a thing of the past and so can be reckoned and compared to previous years.

That the trade of this year is far in advance of any previous year there can be no doubt. From inquiries made from all branches of the retail trade there has been a heavy increase of business, some lines doing almost double that of any other year.

At the forthcoming municipal elections the ratepayers will be asked to pass their judgment on the scheme of bringing water from Sooke Lake. The amount to be voted on will be \$1,500,000.

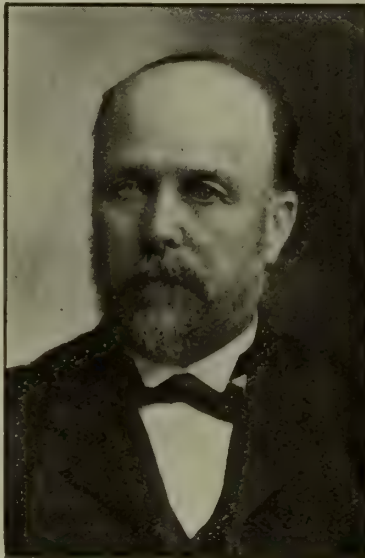
The by-law to raise \$184,000 for the building of three new school for the city will be submitted to the ratepayers on Jan. 13.

Tenders are being called for the addition to the C.P.R. Empress Hotel. The addition will be of steel buttressed with brick and will be six storeys in height. The new portion will contain sixty-eight bedrooms. The cost of the new part will be about \$150,000. W. B. C.

Ex-Mayor Robert Hamilton, of Emerson, Manitoba, Located in that Town Twenty-five Years ago when Emerson Rivalled Winnipeg in its Hope of Being the Metropolis of the Canadian Northwest—Stayed With the Town and Helped to Build it up.

At an extremely opportune time Robert Hamilton turned from contractor to hardware merchant. Many of the old citizens of Collingwood will remember well that name in connection with the extensive building operations which that town enjoyed a few years ago.

Mr. Hamilton did not change his business career as a last resource for profit-making or a final effort to achieve success. He had the quality in him to succeed in any line of endeavor, but when he moved to Emerson, Manitoba, in the year 1884, he saw just such opportunities for a retail hardware business as many other men are seeing at the present time



ROBERT HAMILTON,
Ex-Mayor of Emerson, Manitoba.

in a multitude of rapidly growing western towns.

At that time Emerson was a little village of perhaps four hundred people, with all the prospects before it of being as large and important as Winnipeg. In fact, Emerson was one of the first important centres in western Canada. Lying as it does at the extreme southern border of the province on the direct line of the C.P.R. Soo line which makes connections with the St. Paul and Chicago roads, it was generally expected that it would become the great distributing centre of the west.

Although the most cherished anticipations of the loyal citizens of the fair village have not been realized, it does not reflect upon the business foresight of those who at that time resolved to enter in retail business at that place. Some, no doubt, have been disappointed in the future of their town, but credit must be

given to those who seeing the possibility took advantage of it for better or for worse. And we doff our cap to the man who in the face of defeat has stayed with the business and has struggled long and hard not only to save his own business, but to save his town.

When the tide was changing and had changed, Bob Hamilton, who might have moved to some other more inviting quarter, or who could have readily shouldered his kit of tools and set to housebuilding, only the more energetically began to develop those tactics which belongs to the successful and enterprising hardware merchant. In reality he became the nucleus of the town that was to be, and the whole future of the community swung upon the action of the one man in the public eye, who believed in his town, believed in his own business and inspired belief and hopefulness into the lives of the many who delighted to "drop in and have a word with Bob."

The farmers of the community alone made it worth Mr. Hamilton's while to reach out for a larger business and a greater future. If the town could not attract the eyes of the world as a wholesale or manufacturing centre, it could make the fact known to the ends of the earth that it was situated in an eternally rich agricultural community.

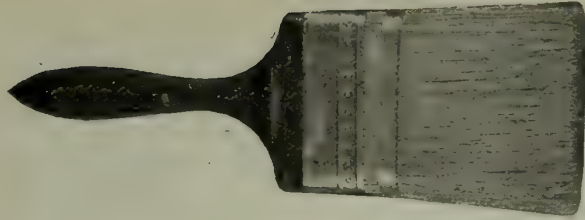
Hence, if Mr. Hamilton could not handle tons of bar iron or tool steel, he could handle tons of binder twine. If he could not make a fortune out of builders' hardware, he could possibly do so handling harness and axle grease. He made an effort to get business from every available source. He would advertise. He would display his goods. He would inform would-be customers that he could quote better prices than those who were subjected to the rent fiend of Winnipeg.

These were some of his tactics, and although the town of Emerson did not grow, but rather grew smaller, the business of Mr. Hamilton grew larger and larger, until at present he contemplates enlarging his premises to accommodate his brisk trade.

Mr. Hamilton's ability has been recognized for many years, and he has been honored for the services he has rendered by being voted into the mayor's chair several years in succession.

L. C. H.

F. A. Hoar, Barrie, writes:—Enclosed please find, insurance form filled out as requested. I am pleased to notice in Hardware and Metal that all the space for exhibitors have been taken up at "London Convention" and, I believe we will have just double the number of members present this year as last year.



1910-BRUSHES-1910

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STOVE BRUSHES
SCRUB BRUSHES
HORSE BRUSHES
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PAPER HANGERS
KALSOMINE BRUSHES
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PROFIT BEARING ONES
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CALL SOON--DON'T
PLACE YOUR ORDER
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We make it—either painted or galvanized—
in 3, 4, 6, 8, 10 foot lengths. In 27½ inch
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Galvanized or painted, all weights.

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They may be first-class. Do the people know that they are?
Do you want help—a partnership—or have you a business for
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Advertise in the Condensed Ad. columns of Hardware and
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Cost most. The best
iron and steel used in
proper quantities and
assembled by only expert
workmen backed by an ex-
perience of over thirty-five
years is worth money—
cost money.

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that's when

Pease Furnaces

cost least, because
the life of a Pease
furnace is long—it gives
satisfaction all the time,
and means reduced repair
and fuel bills.

You can add to your
list of pleased customers
with a Pease Agency.

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Manufacturers of Furnaces, Combination
Heaters, Round and Sectional Boilers for
Hot Water or Steam, Registers, &c.

We maintain an engineering depart-
ment. Ask for our assistance when
you have an out-of-the-way heating
or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Jan. 6.—Wholesale houses of Winnipeg are making preparations for a year's business in 1910 which will surpass all former records. Reports from houses in every line are to the effect that the trade during the year just closing far exceeded anticipations, and a still further expansion is expected in the coming year. These expectations are based on the continual development of the country, the increase of population and prosperous conditions obtaining. That the future is promising and that the indications point to Winnipeg becoming a greater distributing point than ever is the general expression of managers of wholesale houses.

Many large concerns, anticipating the growth of the west when erecting their establishments a few years back, wisely provided for future room requirements, and to-day they find themselves amply rewarded. Others who built for immediate convenience now find themselves, in many instances, cramped for floor space. Some of these concerns have established branches in Saskatchewan and Alberta to relieve the Winnipeg house; others again are contemplating increased facilities here. Some already have given instructions to architects for plans, but as the new additions cannot be ready for the spring trade requirements, many who have in mind the building of additions will await spring developments before letting contracts.

The present indications are that trade will open up briskly for spring shipments. Although many houses are busy stocktaking a large number of employes are engaged taking care of specialty and immediate shipment orders.

Winnipeg Quotations.

Wire—Barbed wire, 100 lbs., \$3.15; plain twist, \$3.40; staples, \$2.90; annealed wire, \$2.85 base; oiled, 10c extra; bright iron, \$3.15 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Poultry Netting—57½ per cent.

Horseshoes—"M R M" and "Bell" iron. No. 0 to 1, \$4.50; No. 2 and larger, \$4.25; snowshoes, No. 0 to No. 1, \$4.75; No. 2 and larger, \$4.50; steel, No. 0 to 1, \$4.85; No. 2 and larger, \$4.60; feather-weight, \$6.

Horse Nails—"MRM" cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$3.30; 7, \$3.05; 8 \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb boxes.

Wire Nails—\$2.80 Winnipeg and \$2.35 Fort William.

Cut Nails—\$3 per keg base; pressed spikes, \$3.30 base, usual extras.

Screws—Flat head, iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Bolts—Carriage ½ and smaller, 65; 7-16 and larger, 55; machine, ½ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50;

square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Rivets and Burrs—Iron rivets 55 per cent. Copper, No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½; 10, 33c per lb.

Harvest Tools—50 and 5 p.c.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Blocks—Steel, 45; wood, 60 per cent.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Stove Pipes — 6-inch, \$8.69; 7-inch, \$9.31.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; piced 30" japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal, 60; Victoria, 45; White, 70 and 5; Diamond 50; Granite, 60 per cent.

Iron Washers.—Full box, 45 p.c.; smaller lots, 40 p.c.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Logging Chains—5-16, \$5.50; ¾, \$5; 7-16, \$4.70.

Steel Square.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—20c per lb.

Lanterns.—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Rope.—Sisal, 9½; pure manila, 11½; British manila, 10c; lath yarn, 9½c.

Corrugated iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Bar Iron.—Bar iron, \$2.45, Swedish iron, \$4.75; sleigh shoe steel, \$2.50; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Pig Lead.—\$5. Lead pipe, \$6.

Sheet Zinc.—Casks, \$7.50; broken lots, \$8.

Copper.—Planished copper, 33½c per lb.; timed, 24c.

Iron Pipe—Black pipe, ¼ in., \$2.45; ⅜ in., \$2.85; ½ in., \$3.50; ¾ in., \$4.25; 1 in., \$6.10; 1¼ in., \$8.30; 1½ in., \$10; 2 in., \$13.30; 2½ in., \$21.75; 3 in., \$28.60; 4 in., \$40.75; 5 in., \$50; 6 in., \$65. Galvanized: ¼ in., \$3.50; ⅜ in., \$3.85; ½ in., \$4.25; ¾ in., \$5.50; 1 in., \$7.90; 1¼

in., \$10; 1½ in., \$13.20; 2 in., \$17.60; 2½ in., \$29.

Fittings. — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Galvanized Iron—Appolo, 16 gauge, \$3.65; 18, \$3.70; 20, 3.75; 22 and 24, \$3.85; 26, \$4.05; 28, \$4.45; 30-gauge or 10½-oz., \$4.65; Queen's Head, 20, \$3.85, 24, \$4.05; 26, \$4.45; 28, \$4.65.

Tin Plates—I.C. charcoal, 20 x 28 full box, \$9; ¼ box, \$4.75; IX. full box, \$11, ¼ box, \$5.75; IXX., full box, \$13.50; ½ box, \$7.

Terne Plates—I.C. plates, \$8.50.

Canada Plates.—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40, full polish, 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline, 24c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; National Light, 25c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c; Acme Lamp, 30c; White Lily, 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils.—White Lead, pure, \$6 to \$6.50, according to brand, bladder putty, in bbls., \$2.50; in kegs, \$2.55; turpentine, bbl. lots, 90c per gal.; linseed oil, raw 86c; boiled, 3c per gal. advance on this price.

Ammunition.—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof, do., \$8; honker, in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins (50 lbs. bulk), per tin, \$26.50.

Weather Strip—Wood and felt, No. 61, \$1.25 per 100 feet; No. 62, \$1.75; No. 64, \$2.25. Blue felt, 40 cts. per pound.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

STAMPED BRASS GOODS. — The Northern Varnish Co., Owen Sound, ask for the names of manufacturers of sheet brass metal goods, such as suspender buckles.

The Hamilton Stamp & Stencil Co., Hamilton.—Editor.

LIGHTNING ROD SUPPLIES.—W. J. H. Walkerton, asks for the names of makers of copper wire, glass balls and standards, and staple fasteners for lightning rods.

The Dominion Wire Mfg. Co., Montreal, can furnish the wire and staples; the North American Glass Co., Hamilton, the glass balls and insulators; and the Canadian General Electric Co., Toronto, can supply one or all of the materials required. The Underwriters' Association of Ontario have a standard set of rules for the installation of lightning rods, etc., which it would be well to consult.—Editor.

HARDWAREMEN IN POLITICS.

Hardwaremen did not take a very prominent part in the municipal elections throughout Ontario on Jan. 1 and 3, the following being the ones so far reported as elected to office:

Russel C. Chown, of W. W. Chown & Co., Belleville, was elected alderman by acclamation in the business ward of that city.

J. Walton Peart, of the St. Marys Hardware Company, was honored by being elected as one of the two councillors-at-large in St. Marys. Like Mr. Chown he is one of the executive officers of the Ontario Retail Hardware Association.

Retiring Mayor Stevely, of S. Stevely & Son, stove merchants, London, was an unsuccessful candidate for water commissioner, while H. Pocock, of the London Concrete Machinery Company was elected an alderman in London.

Retiring Mayor W. H. Westman, Chatham, was elected to the Water Commission of that city.

Ald. Welch, stove merchant, Toronto was re-elected alderman for ward 4 and F. G. McBrien, hardware merchant, was defeated by nine votes in ward 6.

Alds. A. J. Wright and Sweeney, hardwaremen, Hamilton, were defeated as candidates for the Board of Control, and Ald. H. G. Wright, of E. T. Wright & Company, was defeated in the aldermanic campaign in ward one. Two plumbers, N. Clark and A. Rodgers were elected aldermen.

S. Penfold, hardwareman, and H. Mahoney, plumber, were elected aldermen in Guelph.

Ald. Ham, of Ham & Nott, screen door manufacturers, Brantford, was elected alderman.

Ex-mayor J. H. Crow, hardware merchant, Welland, was elected a councillor.

Mayor G. D. Forbes, of the Taylor-Forbes Company, Guelph, was re-elected mayor of Hespeler.

J. E. Doner, hardware merchant, Stayner, was re-elected mayor of that town.

Hardware and Metal will be glad to hear of other hardwaremen who have been elected to municipal office in other places in any part of the Dominion.

W. G. Scott, Mt. Forest, was re-elected Water and Light Commissioner by acclamation, he having been a member ever since its inception five years ago. After paying off debentures maturing during the year the Board will have a surplus of \$2,832.66.



"Quality Has Always Been The First Consideration in the Manufacture of Sherwin-Williams Paint Prepared."

The Little Paint Man

Good paint—quality paint—is well worth its cost. It looks better, wears longer, and affords greater protection to the surface of the wood than any other kind. Appearance, wear and protection are the prime objects of painting—the paint you sell should guarantee these.

SHERWIN-WILLIAMS PAINT, PREPARED

S. W. P.

is the standard of paint quality. It is always uniform—thoroughly mixed in scientific proportions and ground to a degree of fineness that insures efficient spreading capacity and covering power. By controlling the very source of their raw materials The Sherwin-Williams Co. safeguard the quality of S. W. P. They own and operate linseed oil mills, zinc and lead mines, smelters and dry color works.

The result is that wear and service are *in the goods*.

THE SHERWIN-WILLIAMS CO.

CANADIAN HEADQUARTERS AND PLANT, 397 CENTRE ST., MONTREAL, QUE.

WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.



"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



MAKE 1910 A RECORD YEAR

We can help you do this with the **Martin-Senour 100% Pure Paint and Specialties**

OUR SALESMEN WILL BE PLEASED TO TELL YOU ABOUT THE GUARANTEE WITH EVERY GALLON OF OUR PAINT—IT'S A GREAT SELLING HELP.

The Winnipeg Paint and Glass Co., Limited

EDMONTON

WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

J. W. Molson is building a large sawmill at Shawbridge, Que.

D. E. Wallace of Thamesville, Ont., is making further additions to his sawmill.

The Standard Chemical Co. are building an addition to their plant at Fasset, Que.

A new sawmill is being built a short distance in the rear of the Markdale, Ont., furniture factory.

The Dominion Mica Syndicate have installed \$10,000 worth of machinery in their factory at Papineauville, Que.

The Canadian Safe Co., recently incorporated, for the manufacture of office safes, is looking to locate at Windsor Ont.

Samuel Trees & Sons are rapidly pushing along the repairs to the Fraser Foundry at Whitby, preparatory to reopening the industry.

The promoters of the National Rolling Mills of Canada announce that they have their plans perfected for the plant proposed to be built at Sydney.

The C. C. Manuel & Sons Co., of Richford, Vt., is building a plant in Sutton, Que., for the manufacture of butter dishes, clothes pins and veneers.

It is expected that the Northern Oil Co. will establish works at Victoria, and will also build large wharves and a cooperage and box factory.

The Canada Iron Corporation have definitely decided to rebuild their iron pipe foundry, which was completely destroyed by fire about two months ago at Three Rivers.

Municipal Undertakings.

Wingham proposes to construct a \$6,500 trunk sewer.

Montreal council has been asked to vote \$1,000,000 for a filtration plant.

Nanaimo ratepayers will vote on a by-law to raise \$100,000 for a sewerage system.

General Building.

A \$30,000 hotel will be erected at Brandon.

J. A. Thibodeau is erecting a dwelling, at Ottawa, to cost \$5,000.

The Bell Telephone Co. will erect a new telephone exchange building in the north end of Toronto.

Hobberlin Bros. may erect a large commercial building at Yonge and Richmond Streets, Toronto.

A. T. Leather is to have to business blocks erected, at Macleod. Work to start in early spring.

W. J. Carrique, of Montreal, will erect a five storey building at Winnipeg next year at a cost of about \$800,000.

A site has been selected for the Masonic Temple at London, and plans will be given consideration at once.

Colborne P. Meredith, is building a steel and brick warehouse, at a cost of

about \$30,000, for Fotheringham & Popnam, Ottawa.

The Northern Crown and Commerce banks have acquired building sites at Rted Deer, Alta., for the erection of large buildings.

The Canadian Order of Foresters have applied for a permit to erect a five-storey office building and hall at a cost of \$50,000 at Toronto.

William C. Todd will erect a handsome residence at Vancouver, to cost \$14,000. A permit for the structure was issued by the building inspector recently.

Colborne P. Meredith, Ottawa, has prepared plans for a new school building, to be erected at Forester's Falls, Ont., next summer, at a cost of about \$5,000.

A splendid twelve-storey office building will be erected on the site recently sold by the Sulpician Order at Montreal. It is understood on a most competent authority that the building is to be built either directly or indirectly for the Grand Trunk Pacific.

Recent building permits granted at Vancouver include: L. D. Chesman, four dwellings, \$8,000; Vancouver School Board, Manual Training School, \$2,000; Archer & Cowan, dwelling, \$2,700; D. A. Acorn, dwelling, \$2,000; H. B. McBain, dwelling, \$1,000; G. H. Fry, dwellings, (5) \$6,000; A. J. Sloan, dwellings, (2), \$4,000; Chas. Cook, dwelling, \$2,000; J. D. Murray, (3), dwellings, \$3,600; R. J. Coleman, dwelling, \$2,800; R. J. Coleman, dwelling, \$2,800; Jas. Murray, dwelling, \$2,000.

Public Buildings.

The G.T.R. will build a new terminal in the east end of Montreal.

The members of the Murray Street Baptist Church, Peterboro, have decided to erect a \$35,000 edifice.

The congregation of St. Andrew's Church, Sydney, N.S., will proceed with the erection of a new church.

Victoria ratepayers will be asked to vote on the giving of a free site for the erection of a new theatre there.

A new vaudeville playhouse is to be erected soon by T. Matthews at Vancouver, at a cost of more than \$75,000.

Camrose, Alta., has secured the Scandinavian College, which will be built at once to accommodate about 200 students.

The Dominion Government has granted land between Montreal South and Longueuil, as a site for a new military school.

The Baptist church at Cobalt has bought a site on which the congregation expect to erect a church building next summer.

The Presbyterian Church in Canada's Mission to the Jews will erect a new building, specially adapted for the work, at Toronto, at an estimated cost of \$35,600.

A building permit has been granted for the new theatre to be erected on

Queen Street, Ottawa. The estimated cost is \$25,000. The permit was granted to W. H. George, architect. John A. and H. Brouse, are the owners.

The Canadian Pacific Railway Co., which some time ago bought the St. Lawrence Hall property at Montreal, has decided to pull the building down on March 1 and to erect a new building for the Dominion Express Co.

The revised plans for the new St. Paul's Church at Toronto, were adopted at a special meeting of the Vestry. The estimated cost of the new edifice is \$231,000, of which sum over \$150,000 has already been contributed. The building will be one of the handsomest in Canada.

Railway Development.

The Calgary Street Railway will build an extension of about 12 miles during 1910.

The C. N. R. line will be extended to Athabasca Landing, thirty-six miles from Morinville, Alta., the present terminus.

Surveying between Port Colborne and Fort Erie along the lake shore for that branch of the N. St. C. & T. Ry., is now going on.

Tenders are now being called for the construction of the V., V. & E. line between Abbotsford and Hope, B.C., a distance of 78 miles, and between Princeton and Tulameen.

A party of G. T. P. surveyors will locate the line from Yorkton, Sask., to the Pass, at which point the G. T. P. will make connections with the Government road to either Churchill or Nelson.

A spur line running west from the C. V. R. branch of the Dominion Atlantic Railroad, at Kentville, N.S., will be built. The Provincial Government will give a subsidy of \$3,200 per mile and the Federal the same.

A new electric railway running northward from Toronto to Barrie, with branches to Orillia and Owen Sound via Meaford, is being organized by Toronto capitalists, and application will be made for a charter at the next sitting of the legislature by W. H. Price, acting for the promoters.

Contracts for the annual supplies required by the Toronto Civic Works Department have been granted to the Dominion Sewer Pipe Co. for sewer pipe; N. L. Piper Ry. Supply Co., metal house numbers; McClary Mfg. Co., street tablets at 30 cents each; James Robertson Co., lead pipe, at \$5.29 per hundred pounds; Canada Metal Co., brass and bronze castings; Canada Foundry Co., cast iron pipe, (12-inch), at \$16.75 per length; hydrants and stop valves, Gutta Percha Rubber Mfg. Co., and Dunlop Tire & Rubber Goods Co., rubber valves; Keith & Fitzsimons Co., Somerville, Ltd., and Dean Bros., brass work for house services; Reid & Brown, iron valve and stop cock boxes, and special castings at \$2 per hundred; Portland cement, National Portland Cement Co., \$1.57 per 350 lbs. net.

POLISHED SHEETS

"DOMINION CROWN"

BEST WORKING QUALITY
AND HIGHEST FINISH.

A. C. LESLIE & CO.,
MONTREAL LIMITED

Ask US to quote you for

PARIS GREEN

Why?

BECAUSE!!

We are makers of nearly one
hundred years' experience;
and know that we can compete

HOYLE
ROBSON
BARNETT & CO.,
LIMITED

HEAD OFFICES:

35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND

CONTRACTORS TO

H. M. ADMIRALTY and WAR OFFICE

**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Hammer the Hammer

or do anything else you wouldn't
dare to do to a near safe re-
volver and it won't shoot.

You must pull the
trigger to fire it

It's just as
sure of pro-
fit to you as
it is safe to
its owner.



IVER JOHNSON

SAFETY AUTOMATIC REVOLVERS

Our advertising corresponds in character and extent to the ex-
cellence of our goods. Iver Johnson goods are on no premium
lists and are sold only through the trade where possible.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.



Pacific Coast Branch; Phil B. Bekeart Co., San Francisco, Cal.
Makers of Iver Johnson Single Barrel Shotguns & Johnson
Truss Bridge Bicycles.

THE SECRET OF GOOD IRON IS IN THE HEATING.

Sellers of London Bars and Bolts all
know this. You can secure the cream
of the trade with them and have
no "kicking" if you are handling
London Iron. With London
Iron the casual purchaser be-
comes a steady one. Get our
prices.

LONDON ROLLING MILL CO., LTD.

LONDON, CAN. ®

Sales Agents:
Ontario, Balnes & Peekover,
Toronto
Manitoba, Bissett & Loucks,
Winnipeg

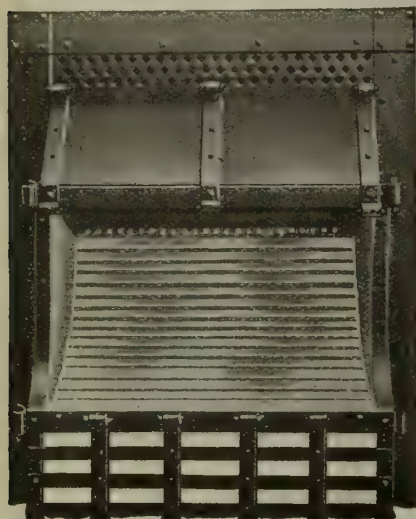
NOVELTIES AND NEW GOODS

HEATING AND LIGHTING STOVE.

The Reznor Sales Co., 169 Spadina Ave., Toronto, are placing on the Canadian market the Reznor Reflector Gas Heater.

This heater is most attractively designed and finished, and not only furnishes heat and light, but is also an ornament to the room in which it is placed.

A very attractive catalogue printed in colors gives a good deal of information



Reznor Reflector Gas Heater.

which should prove useful for all dealers and clerks handling this line.

"We live on the floor not on the ceiling," is one of their striking phrases. It is demonstrated that this heater throws the heat on the floor first and therefore takes much less gas to heat a room than if the heat went up to the ceiling first.

This gas heater has also a reflector which throws sufficient light to enable a number of persons in a room to read by quite comfortably. Regarding the amount of gas consumed the manager of

lute guarantee of satisfaction and state that if the dealer and customer are not perfectly satisfied the money will be refunded at once without any questions or quibbling. The company have adopted the policy of selling only one dealer in a town.

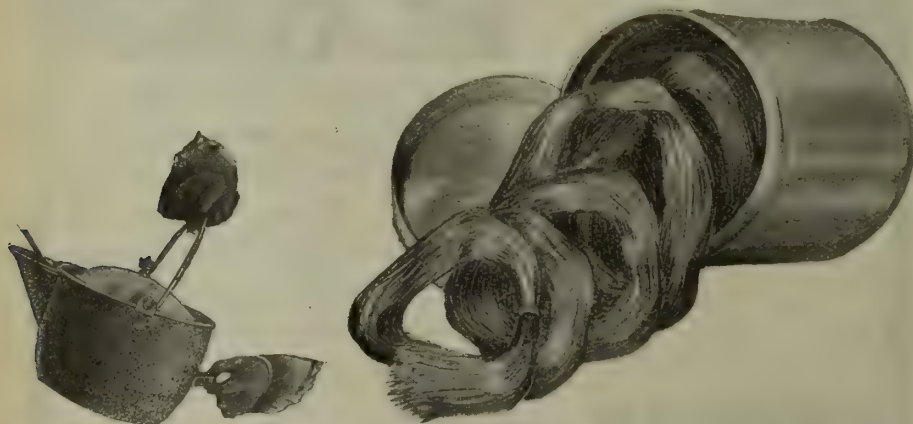
NEW POTATO POT.

The McClary Mfg. Co., London, have taken up the manufacture of a new potato pot made specially with the view of satisfactorily cooking potatoes, turnips and other vegetable roots. The lip is large and over this is hinged an aluminum cover which can be raised or closed at the will of the user. Inside the lip is a strainer, which retains all vegetable particles in the kettle.

The lock cover device is worthy of note. The bale wire is bent in such a manner that when the two handles are grasped placing the pot in a position to pour, the cover is held on each side by the bail wire, and consequently kept close to the pot. It is not necessary, therefore, to hold the cover on with the hands, for it locks itself, and all danger of scalding from escaping steam is eliminated.

PACKING FOR VALVES.

Frothingham & Workman, Montreal, have been appointed agents for the Federal Metallic Packing Company, Boston, who manufacture a number of packing lines. The Pactite brand, made from the finest Alloy of Antifriction metal, is the most serviceable, and is used for packing of all kinds of stationary joints, valves, etc. It is flexible, compressible and lubricated, stands any degree of temperature or pressure and does not injure a rod of any kind. The method of fiber-ing metal to be woven into a packing was originated by the Federal Metallic Packing Company. The construction of the various packings of the company



McClary's New Potato Pot.

New Pactite Packing.

the company stated that a Reznor Reflector Gas Heater will burn a 5 inch flame with a $\frac{1}{2}$ ounce pressure. This was due to the specially constructed tips they use which are patented.

The Reznor Sales Co. offer an abso-

gives the impression that all are alike, and yet this is only true in appearance as there are many different cores and inside binders which are always effective in the stuffing boxes for which they are intended.

1910 CALENDARS.

"Always in the Lead," is the catch line on the artistic 1910 calendar issued by the Royal Polishes Co., Montreal.

Linton & Hall, Calgary, have presented their customers this year with a small sized but very pretty wall calendar entitled "A Bunch of Violets."

Ludger Gravel, Montreal, has remembered his customers with a perpetual desk calendar, printed in French, which is out of the ordinary, and will be appreciated by each recipient.

The Kerr Engine Co., Walkerville, have issued to their customers a decidedly handsome calendar for 1910, it being a copy of Wilm. Steelink's celebrated painting "The Shepherdess and Her Flock," the view being a Dutch pastoral scene of beautiful coloring. It is in hanger form 15x22 inches in size and would do credit to any hardware office—or home.

T. J. Trapp & Co., New Westminster, B.C., have supplied their customers with a 1910 calendar which, though a Scotch scene, will find a place on the walls of British Columbians because of its similarity to the familiar scenes of their own province, rugged hills rising from the shores of noble rivers or sounds, with deer in open positions scenting alarm and preparing to flee.

The Ontario Lantern & Lamp Company, Hamilton, for their 1910 calendar, have an exceedingly handsome wall hanger about 36 x 20 inches in size, showing a hall and staircase lighted by tungsten electric lamps, one of the "Kolloid-Wolfram" lamp enclosures, lying on the floor, this line being produced by the Canadian Tungsten Lamp Co., Hamilton, with which the Ontario Lantern & Lamp Company is associated. The design is especially prepared and draws attention effectively to the makers of "Banner" cold blast lanterns.

HIT SAME SPOT TWICE.

Lightning, it is said, never strikes twice in the same place, but errors appearing in Hardware and Metal's advertising pages recently indicate that the statement is not true so far as printers are concerned. In our issue of Dec. 25 the cut of a door mat was used instead of a wire guard in the announcement of the B. Greening Wire Company, Hamilton, and the printer, in the rush of overtime work caused by the Christmas and New Year's holidays, went one better in the Jan. 1 issue by changing the ad. to read "fire guard" instead of "wire guard" in the headline. Needless to say the Greening Company are not responsible for the errors and the holidays being over and everyone steadied down to the work of 1910 the mistakes are not likely to occur again.

CHANGE IN NAME.

Beginning with the new year the Dowswell Manufacturing Company, Hamilton, will be known as Cummer-Dowswell, Limited, the new company, however, being officered by the same gentlemen as before, George B. Dowswell being president, and W. L. Cummer, secretary-treasurer and managing director. Fred Dowswell is vice president, F. T. Baine, secretary, and H. H. Cummer, treasurer. The new company has made extensive additions to the plant and have added a number of new lines to their product.

The Retail Paint Trade

FREQUENT SORTING-UPS.

Does the merchant fully realize the value of having his paint stock well assorted. Carrying a good variety of colors and specialties enhances the pulling power of the department, but the greater the variety the more important is it that the stock should be carefully looked after. The merchant does great harm, not only to his paint department but to his store generally when he proceeds to hand a customer a color card with little regard as to whether his stock is equal to the call likely to be made upon it. The customer selects a color, and the merchant goes away to find that he has none left. "Well," says the customer, "I will take that shade." The same result. "Dear me," says the merchant to himself, "I did not know that my lines had so run out."

And what does the customer think. Does he quietly wait until the merchant has assorted his stock, or does he select a dark green when he wants a light one. We do not think so. He goes elsewhere for his shade, and the store not only loses this sale, but the whole transaction in the eyes of the customer reflects upon the establishment.

When people make up their minds to paint they are like sportsmen who want a new gun or canoe or something of the sort. They cannot wait. The enthusiasm has seized them, and it must be gratified at once. Therefore the old excuse that the goods are on order carries no weight.

The writer knows a large city merchant who sorts up his stock twice a week. His orders with the manufacturer may not be heavy, week in and week out, but they amount to a very large aggregate for the year. In this case, although a very large selection of colors are carried, there is never any fear of a customer selecting a particular shade only to find that he cannot have it.

Now although it is not possible for all merchants to sort up so often as this, it is possible for every man to keep a careful eye on his stock and to avoid, so far as good buying and watching can do, many instances of disappointed customers. Better in fact not show a color card at all if the stock is not looked after. But best of all show a color card knowing that all the lines are in stock, and in a good assortment of sizes.

Probably more than in any other line it is essential that the paint stock should be well looked after. A screw that is a little longer than the one wanted will, in all probability do; so in the weight and shape of a hammer, and in the shape and size of a tinware article. But if a customer wants white for his walls, it is certain that black will not do, and if he wants green for his blinds, maroon will not suit.

The best advice that we can give to merchants this year is to see that the paint stock is never neglected, and that periodical sorting up takes place.

Better Paint For Your Money



There's a live M.L. Floorglaze proposition for the live dealer in your town. We'd like you to send for it—you'll get it, quick, and samples of M.L. Floorglaze, Enamel, Lacs and Transparent—and new color card—to boot. Don't wait until someone gets ahead of you. It costs nothing to see what we have.

That's what M.L. Floorglaze---the now complete paint line means to you---and that fact means even more to you, Mr. Dealer, than it does to your customers. Now, M.L. Floorglaze comes in Lacs and Transparent---10 of them---to imitate every fine hardwood used (Transparent: for natural finish) as well as the old stand-bys, the M.L. Floorglaze Enamel Colors (17 of these.) The M.L. Floorglaze line is complete in itself---you can cut down your paint stock with it---and you can sell M.L. Floorglaze all year round because its uses are so varied as to suit every requirement, indoors or out, where colorings are used.

Stocks at
TORONTO - - - 6 Morse St.
WINNIPEG - - - 108 Princess St.
VANCOUVER - - - 550 Beatty St.

Imperial Varnish and Color Co., Ltd.
TORONTO



HORSE

Made from

Swedish Material



NAILS

By our

New Cold Process

Hardware dealers who stock "M" Horse Nails are making a good margin of profit on a brand which is giving every satisfaction to the farrier trade by its uniformity and strength.

The Montreal Rolling Mills Co.

PAINT AND OIL MARKETS

MONTREAL.

January 7.—Linseed oil and ground white lead are the prominent features of the paint and oil markets. Linseed oil is unchanged from last week's advance, but there is every indication of higher figures. In fact no knowledge is possessed among the trade as to when the pressure is likely to be relieved.

As we anticipated ground white lead has been advanced some 15c, although there is no general staple market price as yet. The situation is firmer. Other lines are unchanged.

Trade is good for the time of the year. Travelers are speeding out to their different territories and already the flow of new business for 1910 has commenced. Booking has been very good in ready mixed paints despite the advance in prices, and some heavy spring orders have come in. Altogether prospects are extremely favorable.

Turpentine—Fair business has been done. The market at present does not show any prominent feature, and the situation is quiet. We continue to quote: 78c to 80c for single barrels.

Linseed Oil—The advance last week does not seem to have checked buying and fair orders have come in. There is every indication that still higher prices are on the way as flaxseed is soaring. The situation is becoming very strained, and the upward march of linseed is affecting a large number of lines. We continue to quote 80c for raw and 83c for boiled.

Ground White Lead—Advances have occurred of about 15c in some brands making the markets firmer and more into line although there is no real basic price as yet. Grinders, however, are getting more into line. It was imperative that something should be done, considering the advancing figures in linseed oil. Grinders are still reluctant to book ahead at present figures, although small lots are readily taken at this week's enhanced prices. We quote: Strictly pure about \$5.50 to \$6, according to quality, and No. 1, \$4.10 to \$5.50, f.o.b. Montreal.

Red Lead—There is no change in red lead, although in sympathy with other products the market is firm. Trade on the whole is quiet, and we quote: Genuine red lead in casks, \$4.50; in 100-lb. kegs, \$5; less quantities at \$6 per 100 lbs.; No. 1 red lead, casks, \$4, kegs, \$4.50, and smaller quantities, \$5.50.

White Zinc—Orders keep up well, and there is a good tone to the market. We quote: Dry V.M. Red Seal, 7½; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

Putty—Putty is quiet, and offers no feature of interest. We quote: Standard putty, 800 lbs. in casks, \$1.75; in 100-lb. drums, \$2; bladder putty, 400 lbs. in barrels, \$2.15; in 110-lb. cases, \$2.25; in 25-lb. tins, \$2.15; 12½-lb. tins, \$3.25, f.o.b. Montreal.

TORONTO.

January 6.—The paint situation in Toronto and throughout the province is quiet this week, and trade has not yet recovered its normal state since the holidays. Travelers are again out on their routes, but orders as yet are few.

All the new prices have hardly been set as yet. While lead has gone up 30 cents a hundred, and turpentine is back at 78c, but it is more steady at that figure than it has been of late. Some prepared paint lines are up 5c and 10c a gallon, and manufacturers of other lines are considering and preparing to advance. Paris green and glass prices for 1910 are as yet unannounced. Some white lead on earlier bookings is still going out, but present actual sales on lead and other paint lines are quiet.

Linseed Oil.—There is very little to report that is new. Business has not indicated any improvement since the new year, and is expected to be slow for some weeks. This will not indicate any probable reduction, for the crushers to make profit on linseed oil from flaxseed purchased at the present time the price would have to be advanced still further. Last week's quotations of 80c and 83c for raw and boiled oil in barrel lots holds this week also.

Turpentine.—It had been anticipated at Savannah that after the new year there would be a greater demand and as there has been considerable falling off in supplies in the past week, prices in the south have advanced some 2 cents per gallon. If this advance continues as the producers claim it must do, the retail price for turpentine in barrel lots might again get past the 80 cents, but for the present jobbers are continuing the old prices, 78c and 79c, with the situation more steady. The high price of turpentine is said to have again brought into the market a number of substitutes, and agents are reported to be offering and selling substitutes here in Ontario at figures below that asked for pure turpentine.

* Rosin.—On the lower grades from "H" downwards, an advance of 17½c has taken place. This is expected to advance the price in Toronto 25 cents per barrel over last week's figures. For less quantities than barrels the advance is expected to be 10 per cent.

Ready Mixed Paints.—One or two more lines have increased the price of prepared paints for 1910 by 5c and 10c per gallon. While nearly all the travelers are again out in their territories all the new prices have not yet been set.

White Lead.—This line, too, shows advances. Not all the 1910 prices have yet been announced, but those which have show a higher range by 30 cents a hundred. Present sales are quiet, but some fair quantities have gone forward during the week on earlier bookings. The range at present runs from \$5.50 to \$6.40 per hundred pounds.

Red Lead.—Unchanged at present in condition and price, though it is not improbable that as a result of white lead increases red lead, too, may lift some. Present quotations are \$4.25 to \$4.55.

Glass and Putty.—New 1910 prices are yet held back. This week it is thought that the new glass figures when issued will be higher. Putty remains unchanged. Prices are steady.

Paris Green.—New 1910 quotations are not yet out. It is generally held that when they are announced they will not be at the high figure of a year ago, though they may be somewhat in ad-

GROUND
FIVE
TIMES

An illustration of the thoroughness of our whole lead-making process is given by the grinding. While some makers are satisfied with one or two grindings

“ANCHOR”
PURE
WHITE LEAD

is ground five times—twice through French buhr mill stones, once under an edge-runner, then through granite, and lastly through chilled steel rollers.

“Anchor” Pure White Lead is finer in texture, whiter, has greater spreading power and greater covering qualities than any other White Lead sold in Canada—except our own Brandram's B.B. Genuine, which is the best White Lead in the world.

Write for prices and full information about “Anchor” and Brandram's B.B. Genuine.

BRANDRAM-HENDERSON.
LIMITED

Montreal
St. John

Hallifax
Toronto
Winnipeg

Note it Down

Martin-Senour Paint—100% Pure

☛ Put it where you won't forget it — write it plain — do it now, and the first minute you are at your desk write us a letter asking for details of our money-making, business-bringing plans for Paint Dealers.
☛ We want to show you where there's a lot of paint profit to be had right under your very nose and how YOU can get it. If you want more money —

HERE IS YOUR CHANCE

We'll Help You

☛ There's no use waiting 'til the other fellow secures the business by getting ahead of you, that's why we urge you to write today — right now while you think of it. Why? For a hundred reasons. We haven't space to tell them all here but if you'll write to us we will show you.

☛ We're making other Paint Dealers happy and we want you to get into the band wagon and smile with the rest of 'em.

☛ We know you've been reading our ads, but you've simply neglected writing to us. Don't put it off any longer but write today.

THE MARTIN-SENOUR COMPANY, Limited

Montreal

Pioneers Pure Paint

Chicago

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd.
HALIFAX, N. S.



40 YEARS

Varnish-Making Experience

has enabled us to produce a Varnish which, instead of cracking and turning white as common varnishes do, remains elastic and waterproof on the floor.

The secret of this wonderful floor finish is the special treatment and ageing of the oil.

See to your stocks of "Elastica," and be prepared to meet the demand which our insistent consumer advertising has created.

"Elastica" Floor Varnish is made only by the

International Varnish Co., Limited

Makers of Fine Varnishes

Branch of Standard Varnish Works

TORONTO

New York

Chicago

London

Berlin

Brussels

Melbourne

vance of the figures ruling towards the end of the year.

Petroleum.—Conditions and prices are unchanged. Prime white is 13½c; water white, 15½c and Pratt's astral, 17½c.

ADVERTISING PAINTS.

One of the most effective "business getters" for the merchant who has put in a new stock of paints and varnishes to follow, is to plan special campaigns in his local newspaper during the spring and fall painting months. Newspapers take your advertisement directly into the home, where you want it to go and where it is sometimes difficult to get an audience. The paper is naturally read when a person is at leisure, and if your ad. is attractive, your copy strong, and your proposition has merit, you will be able to create the interest that awakens the desire to buy.

Newspaper advertising deserves careful study says Hardware Review. Like many other mediums, it can misrepresent you as well as represent you. You cannot afford to have poor ads. for your business. They will not bring results that will pay for their insertion. It is the wisdom of good advertising to change your ads. often and to strive to get something better and more original than your competitors are offering. In this way you avoid monotony and keep out of the rut. The reader gains the impression that there is always something "doing" at your store—that you are a "live" merchant.

Strong copy with attractive display—these are the essentials of good newspaper advertising. Unfortunately the average merchant hasn't time to go thoroughly into the matter of his advertising, but if he has stocked a good, reliable line of nationally advertised goods, he will generally find that he can secure specially prepared newspaper* electros from the manufacturer which he can use to good advantage in his local papers by simply adding his name to the bottom of the electros.

If your trade is largely in the rural districts, the roads that lead to town are the avenues through which your customers must naturally very largely come. If you can gain a man's attention as he drives along the road by placing your advertisement on a building, billboard, in a field or on a fence, you may catch him in a receptive mood and attract him to your store.

Outdoor advertising in town is equally as effective. There are always sides of buildings where bulletin boards or posters can be put up. After all is said and done, it is the constant driving home of the conviction that your lines are the best that there are in town and that your store is up-to-date in every respect, that gets the business for you in the long run. In other words, it is in reality a question of general publicity. Outdoor advertising co-operates with all other forms of advertising, and by helping to present your name and business to the attention of the prospective cus-

tomers, so that, no matter where he turns, he is reminded of it, produces the inevitable result—a sale.

But, after all, it is little use to advertise and try to push the sale of paint if you don't take your own medicine. The front of your store should be kept nicely painted so that it will afford an example of the paint goods that you handle.

BRUSHES AND BRISTLES.

Most hardware stores have a household brush department, carrying what is known as short stock goods, requiring bristles ranging from 2½ to 3 in. long. Bristles store at the time of the Russo-Japanese war for a rise in price, on the theory that the struggle would last much longer than it did, are now coming on the market. The two years of business depression in the United States and elsewhere has contributed to the delay in marketing the raw material, so that owing to the profuse supply the tendency is toward lower prices.

On the contrary, brushes necessitating long stock bristles, as, for example, those used for paint, whitewash, kalsomine and similar brushes, are being advanced somewhat and more increases are expected for next year.

The best bristles come from cold countries, Russia and Siberia being the chief sources. There the hog or boar usually runs wild and in most instances attains an age of five years. Thus the bristles are correspondingly good and long on account of an extended growth and stiffness, but the meat for food is practically a negligible quantity. A common cause of damage to bristles is from the depredations of moths.

The World's Fair at Chicago in 1893 developed a curious situation with regard to bristles. Among the many foreign visitors were some Russians. They found that the American raised hog was killed when about one year old for the meat, while the bristles, hoofs and hides were virtually incidental and by-products. In Russia the situation was quite the reverse, and it is said the knowledge thus gained here has caused some changes in the practice of hog raising, but at the expense of the bristle supply, as one-year old bristles are of little account. Cold temperatures are best suited to the growth of good quality bristles and they also require a comparatively long period to reach the desired length, body and quality.

BOARD OF TRADE NOMINATIONS.

Montreal, Jan. 5.—George L. Cains has been nominated for president of the Montreal Board of Trade for the coming year. Lt.-Col. Jeffrey Burland was nominated for vice-president; R. Wilson Reford for 2nd vice-president, and Norman Wright for treasurer. It is expected that all of these gentlemen will be elected by acclamation. The results will not be announced until Jan 25th, when the annual meeting will take place.

WHITE LEAD

THE
CANADA
PAINT
COMPANY,
LIMITED.



HOW MUCH PAINT?

That will be a question you must settle soon. How much can you buy? How much can you sell? What you do buy you want to sell. Quality and price will settle it for you. If you put in the

Ramsays Paints

you have the quality that guarantees you success, as it always does.

Here is the can



and it is sold at the proper price to bring you a good profit. There is no need for you to pay high prices, and you should not buy the low grade stuff that won't sell. Buy

Ramsays Paints

because they are always sold right, the quality is guaranteed. There is no paint made that stands better, none that works so nicely and obtains such excellent results.

Let us tell you all about it and how we help your paint trade.

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842

GLASS IMPORTERS

Here is the Composition of NEW ERA PAINT

Pure White Lead; Oxide of Zinc; Pure Linseed Oil; Turpentine and Turpentine Japan Dryers. New Era Paint will cover more surface, last longer, hold its color better, stand the changes of weather and give a more brilliant finish than any other prepared paint.

Write for Prices

Standard Paint and Varnish Works Co.

WINDSOR,

ONT. - LIMITED



PAGE FENCES AND GATES

Styles for all uses—lawns, parks, farms, railways. All heights. Cost less to erect and give better service. Our nearest place will quote you 1910 prices and send you Free Illustrated Booklet. Please ask for it now.

14,000 Miles of Page Fence in use in Canada

73,000 Page Gates in use in Canada—Our 1910 Gates will be galvanized

Largest Canadian Makers of Fences and Gates

502 **THE PAGE WIRE FENCE CO., LIMITED**
WALKERVILLE TORONTO MONTREAL ST. JOHN WINNIPEG VICTORIA

"PAGE FENCES WEAR BEST"

Tell Them You Saw it in Hardware and Metal.
The Advertiser Will Appreciate It.



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf

THE
STANDARD CANADIAN
COW TIE
(NIAGARA PATTERN)
MADE ONLY BY THE
ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS,
ONTARIO.

When the BEST costs no more,
Can YOU afford to give your Customers
an inferior Cow Tie?

Compare the "NIAGARA" Cow
tie with others. It is 10 to
20% stronger, it has EIGHT
ADJUSTMENT LINKS —
others have four — making
it unnecessary for the dealer
to carry so many sizes.

EVERY
LINK
formed on the
principle of the
SQUARE KNOT
making the
STRONGEST
CHAIN
EVER
PRODUCED

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.

JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR
Cutlery
BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE

REGISTERED TRADE MARK
*
GRANTED 1682

Sole Agents for Canada
James Hutton & Company
Montreal

Mensuration for Sheet Metal Workers
By WM. NEUBECKER

All Sheet Metal Workers are aware of the numerous
problems arising in finding areas, dimensions and
capacities of products turned out from the shop—
hence the value of this book, giving the principles
of the art of measurements as applied in working
ordinary problems in shop practice. It gives the
methods for finding the length, areas and volumes
of geometrical forms, pipes, etc. Every Mechanic,
Shop Foreman and Apprentice should have a copy.

51 PAGES PRICE 50c. 70 FIGURES

MACLEAN PUBLISHING COMPANY
Technical Book Department
10 Front Street East Toronto, Canada

KEEP PEGGING AWAY

THIS is what we have been doing for weeks in our endeavour to let you know what a profitable line you can handle, if you like, in

MURESCO

THE BEST WALL FINISH

IT is without a peer among the large number of wall finishes now on the market. Why? Because it is artistic, durable, sanitary and very economical, inasmuch as it will take 30% more water than any other preparation. One coat is sufficient in most cases. Get our colour card and prices. There is profit for you in selling MURESCO.

BENJAMIN MOORE & CO., Limited

WEST TORONTO, - - - CANADA

New York

Chicago

Cleveland

THE DOUGALL VARNISH CO.

LIMITED
SUCCESSORS TO
McCASKILL DOUGALL & CO.



HIGH GRADE VARNISHES

ALSO
CANADIAN MAKERS OF THE
MURPHY VARNISH COMPANY'S
VARNISHES

MONTREAL

CANADA

"Safe=Lock"

and

"Canadian Monarch" Fences

We can fit you out with both a "staple" lock and a "wrapped" lock fence of all number Nine wire. No other one fence company in Canada is so situated and prepared to meet all requirements, and those who handle our two lines of fencing have as complete a variety as if buying from two or more firms.

Write us for particulars and agency for Fence, Gates, etc.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.

BRANDON,

MAN.

UP-TO-DATE WATER FILTERS



These come in a variety of pleasing styles and are just what you should carry at every season of the year.

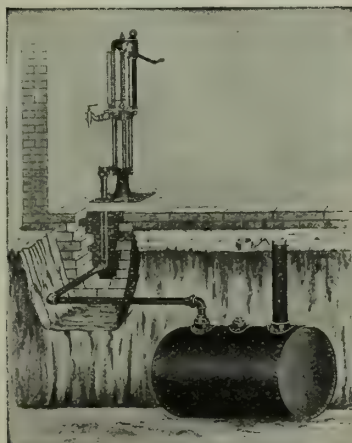
The taps are nickel plated and of durable make, and the efficiency of the filter in ridding all kinds of water from impurity is unchallenged.

Get Our Prices

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives

H. F. McIntosh & Co., 28 Toronto Street, Toronto.



BOWSER

Self-Measuring
Systems

For Handling Kerosene and Gasoline

Emphasize one feature that is important above all others in the general store—

CLEANLINESS.

From the slopping and dripping of faucets and funnels, the porous boards of the floor near the oil supply be-

come soaked through and through, making the appearance unsightly and unclean. In any store, under the old method of handling oil, this condition exists—it cannot be avoided. The merchandise stored near such a place is easily contaminated. After drawing oil, the least odor from the hands or clothes is absorbed by the paper used to wrap up merchandise, which quickly becomes infected with the disagreeable and nauseous taste of oil.

The only system that will remove these objections is one that will hold the oil in a tank absolutely leak and evaporation proof, measure the oil accurately into the customer's can with neither spilling nor slopping, dispose of unclean measures and funnels, and one in which the flow of oil is instantly cut off the moment the desired amount is drawn. All of these features are more are found in the Bowser Adjustable Measure Oil Equipments. They will meet any conditions and requirements, being made in more than fifty different styles.

If you are interested, you need only to drop a card, asking for Bulletin 15, and you will then receive full information.

S. F. Bowser & Co., Limited

TORONTO, ONTARIO

If you are active, foreseeing and progressive, you are all the time on the lookout to extend your trade, widen your connection and increase your profits. Remember then there is

Money in Selling Structural Steel

You are not asked to put in a dollar. Simply get after the builders and contractors in your city. You can make a big margin by closing a few contracts. We will assist you, quote you close prices, and protect you in every way. Write us.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON,
Canada

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

Write for prices

EVERYTHING IN WELDED CHAIN.

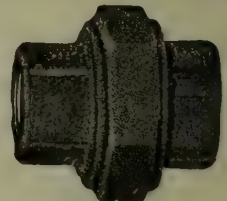
Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Stop the Leaks



The Standard Union now in use can be re-washed and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



PLYMOUTH CORDAGE CO.

PLYMOUTH

WELLAND

Use "PLYMOUTH" (Ship Brand) Lath yarns; they will save you money and increase your satisfaction.

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?



INDEPENDENT CORDAGE CO., LTD.

Stocks at

TORONTO
MONTREAL
HALIFAX

ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO



Get Your Share

There is big, profitable business in Genasco Ready Roofing for wide-awake dealers.

We have created a steadily increasing demand by our campaign of national publicity. It has cost us thousands of dollars, but is keeping dealers busy—the dealers who realize what a big help we are giving them.

Genasco Ready Roofing

is a great seller. We tell everybody what it is made of—Trinidad Lake Asphalt. They know this is a natural and everlasting waterproofer. That inspires confidence, which is turned to complete satisfaction in the use of Genasco.

No wonder we have had to work overtime to fill dealers' orders.

They are getting their share of the Genasco business because they are clinching the stirred-up sales in their own territory. It is just as easy for you to do that, too. Get your share of this business now.

Mineral and smooth surface Genasco Roofing. Guaranteed by our thirty-two-million dollar organization.

Write to-day for samples and full information.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world.

NEW YORK

PHILADELPHIA
SAN FRANCISCO

CHICAGO

Roofers' Supply Co., Ltd., Bay and Lake Sts., Toronto
Alex. McArthur & Co., 82 McGill St., Montreal



D. H. Howden & Co., Ltd., 200 York St., London, Ont.
Crane Company, Vancouver, B.C.

Efficient Fire Protection

appeals forcibly to *everyone* of your customers and you can meet the case if you sell them the

DAVY AUTOMATIC FIRE ESCAPE

Has never been known to go wrong and will positively rescue anyone from any kind of building. Awarded the \$100 prize in the recent Commercial Travellers' Contest. Write for booklet and you'll be convinced.

U. S. FIRE PROTECTION CO.
Utica, N.Y., U.S.A.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine legs, hardwood steps, malleable iron clamp so that top step cannot come off. No strings or braces required. Also

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS

OTTERVILLE MANUFACTURING
COMPANY, LIMITED

OTTERVILLE - - - - - ONT.



Lion Brand



Purity
Strength

BABBITS FOR ALL MACHINERY PURPOSES



LION METAL STANDS UP UNDER HIGH SPEED AND PRESSURE

A Babbitt That Gives Satisfaction and Secures Repeat Orders. Write for Price and Discount
THE LION METAL CO., ST. PAUL, MONTREAL

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

MANUFACTURERS OF

★ STAR BRAND ★



Iron and Steel
BLOCKS for
Wire or Manila
Rope.
Heavy Wood
BLOCKS for all
kinds of work:
special



Star Chain
HOISTS,
Sewer PUMPS.
On sale by all
leading dealers.
Send for
Catalogue H.M.



Blocks

Chain Hoists

DIAPHRAGM PUMPS

Boston and Lockport Block Co.

116 Condor Street, East Boston, Mass.

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.



SOLD BY ALL
JOBBER

3/4-lb. tins—3 doz. in case.



Reaper and Mower Supplies

We Manufacture

Sections, Guard-Plates

and complete knives by a
new process which gives very fine results

THOMAS GARFITT & SON

Enquiries Solicited

Sheffield, England

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic; it saves him time and trouble. You can sell a lot of these wrenches—Make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

Neptune Unrivalled Patent Steel Fencing Wire

will not sag, needs no re-straining after being erected, will not SNAP in weather changes, is better galvanized than any other wire, and it makes a more satisfactory fence in every way.

It stands an easy first for

ECONOMY, STRENGTH and ELASTICITY

The 12½g. and 14g. will save you over 60 per cent. as against Nos. 8 and 10 gauges ordinary wire.

Manufacturers: Felten & Guillaume, Lahmeyerwerke-Aktiengesellschaft Carlsberg, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal.



See the Diamond

Diamond Brand Fittings

are unrivalled for fit, threading and finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTINGS CO., Ltd.

OSHAWA, - CANADA

L. E. DUBUC

MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

CORRESPONDENCE INVITED - REFERENCES

Jessop's Steel

To Secure Good Results

Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.

CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.

144 William Street, Montreal, Que.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

The Black Hawk Floor Scraper

The Simplest, Cheapest and Best on the market. Weight, 75 lbs.



Also attachments for Floor Rubbing, Wax Polishing, Tile Rubbing Put on in an instant.

Retails at \$20.00

Enameled Dark Blue and Gold.



STANLEY TOOLS

Among the Gauges shown herewith we call particular attention to—No. 94, a new BUTT GAUGE.

It has two steel bars. To one are affixed two steel cutters for use when gauging for doors with rabbeted jambs. This bar may be reversed for gauging from the casing (whether of the moulded form or flat) on doors which have a strike strip nailed on after the door is hung.

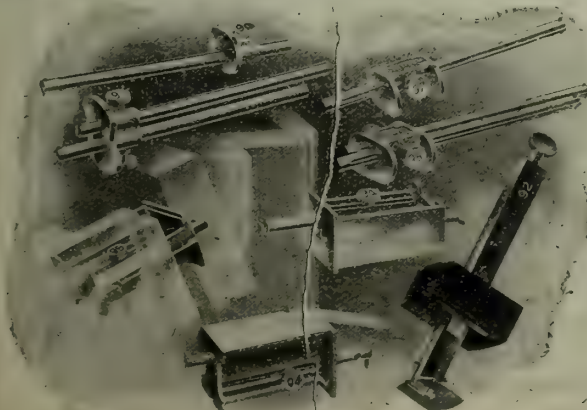
The other is fitted with a steel cutter to gauge for the thickness of the butt.

The two ends which are parallel—are at right angles to the bottom and as one end overhangs the bottom slightly, it can be used as a square from which to mark at right angles to the casing, as shown in the cut.

This tool is convenient for carrying in the pocket, and is so constructed that the bars cannot fall out.

Send for Catalogue

**STANLEY
RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.**



THROW A SPRAT TO CATCH A MACKEREL

You can't fish without good bait.

It's not the cost of the bait, but the knowledge of just what bait to use to catch the kind of fish you are after.

A want ad. in **HARDWARE AND METAL** is the right kind of bait to use when you have any proposition of interest to Hardware, Stove and Tinware dealers, clerks or travellers.

The cost of advertisement will be very small compared with the results you will secure. 25c. or 50c. per insertion will pay for a want ad. which may prove worth dollars to you.

Every day you delay you are handicapping your business.

If it is a set of tinner's tools you have to sell, why not get them out of the way and get the money for them which you can use in your business?

If you want to sell your business, let the men know about it who would be interested in buying it, and you will realize a higher price than if you only negotiate with two or three people.

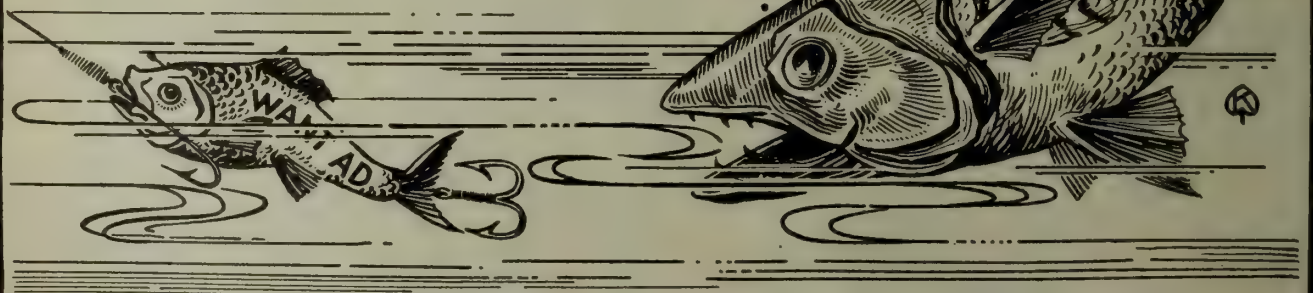
If your proposition has anything to do with the hardware trade, try a Want Ad. in **HARDWARE AND METAL**. Address our nearest office.

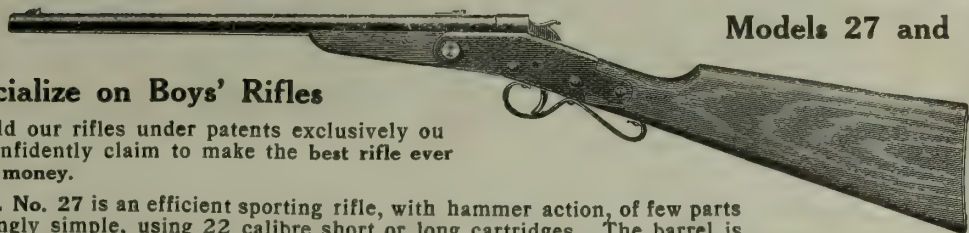
HARDWARE AND METAL

MONTREAL: 701-702 Eastern Townships Bank Bldg.

TORONTO: 10 Front St. East

WINNIPEG: 511 Union Bank Building



Quick
Sellers**HAMILTON (22 Calibre) RIFLES**Money
Makers

Models 27 and 027

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the best rifle ever built for the money.

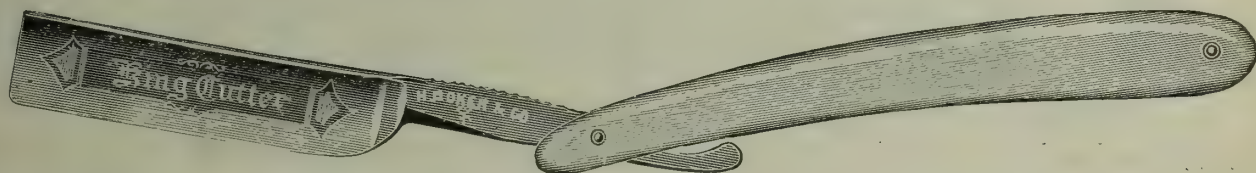
MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. Price \$2.00.

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. Price \$2.25.

Other models are Nos. 15 at \$2.00, 19 at \$2.50 and 23 at \$3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. Write for catalogue and net trade prices.

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

H. Boker & Co.'s "King Cutter"

The razor to last a life time! Every blade is hand made from the very best quality bar razor steel, tempered by our own process. Perfectly ground, honed and set ready for use. And of the very finest finish throughout. The "King Cutter" is known as Highest Grade, and noted for its superior shaving qualities.

For Sale by all Leading Wholesale Hardware Houses

**McKINNON
ELECTRIC WELDED
COW TIES**

Short, smooth links, making a flexible chain that can not injure the hide of the animal. Strongest chain made.

A full line of Chain for the
Hardware Trade.

McKINNON CHAIN CO.**BUFFALO, N.Y.****ST. CATHARINES, ONT.**

THE ALL-BRITISH FIRM

Hobbies
TRADE MARK.

We are the Famous
British Manufacturers
of Amateurs' Tools and
the only British Manu-
facturers of Fretwork
Accessories.

HOBBIES, LTD

WRITE FOR
CATALOGUE AND
TRADE TERMS



HOBBIES, LIMITED

DEREHAM, - - - - - ENGLAND

STENCILS

When you require a Brass Stencil,
our Stencils represent the very best
value, because they are cut by ex-
pert Stencil Cutters.

We use the best tough brass and
we give prompt service.

We want your Stencil orders be-
cause we know we can please you
—both in price and quality. Send
us your orders, or better still, buy a

Bradley Stencil Machine

We are sole agents for Canada

**Hamilton Stamp and
Stencil Works, Ltd.**

HAMILTON - and - TORONTO



The day of the leather-bound Whitewash
Brush is past. When you can get

Metal-Bound Brushes

to retail at 15c. and 20c. there is no ex-
cuse for offering your customer old
fashioned leather-bound Brushes. We
have four lines which every dealer should
handle :

"POLAR"
"ARCTIC"
"KRACKER"
"KLINKER"

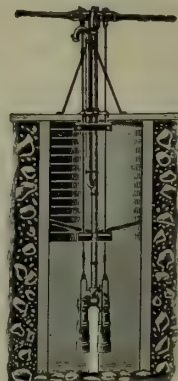
Stevens-Hepner Company

Port Elgin - - - - - Ont., Can.

WHAT WE CLAIM FOR

The AYLMER DOUBLE CYLINDER DOUBLE ACTING FORCE PUMP

This is the only
Pump manufac-
tured that has no
leather suckers
and requires
no packing or
packed joints of
any kind.



Easy Working
—
Always Primed
—
Never Freezes

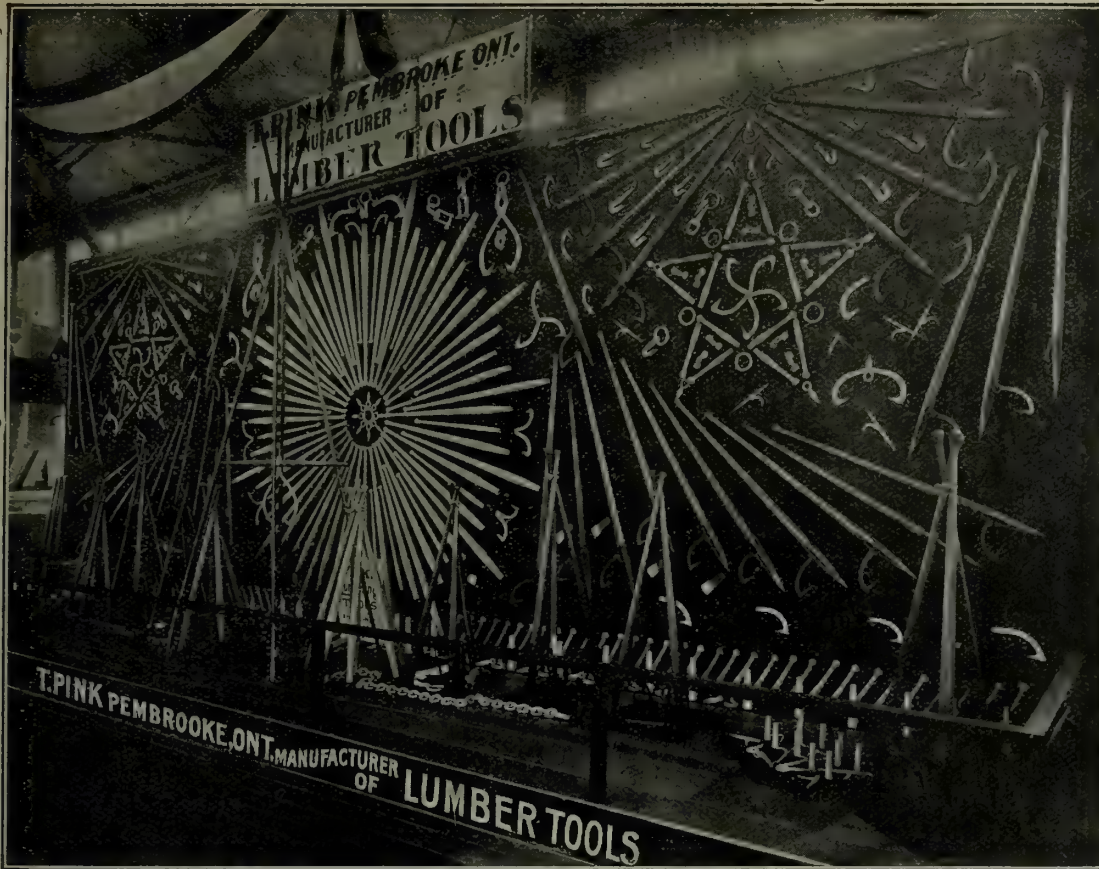
In case of fire
this pump has no
equal.

THIS CUT represents our Pump, as shown in the well. This with three-
way cock and side pipe for conveying water to barn or wherever needed,
will force the water any distance, and to any elevation required with ease.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited
AYLMER, - - - - - ONTARIO

Western Representative:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable

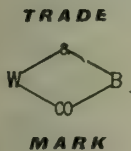
Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

=== No. 71 ===



Is just off the Press.

It lists our complete line and if you
have not received a copy write for one to-day.



The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

BEST ELBOWS

—FOR—

CONDUCTOR
PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions
inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

GILBERTSON'S

COMET

in Wales. Let me tell you further about these sheets.
ALEX. GIBB (Sole Canadian Agent),
W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

When it comes to buying GALVANIZED SHEETS, it's what are its convincing GOOD QUALITIES.

Gilbertson's Comet Brand immediately comes to the mind because for many years this firm have been leaders in Wales. It means money to you
13 St. John Street, Montreal

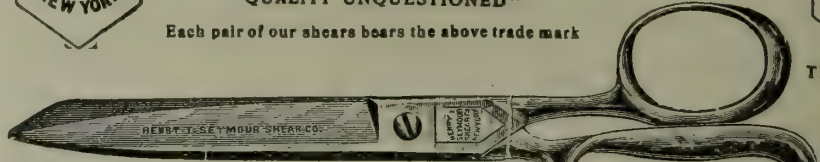


SEYMOUR SHEARS

have been the Standard for over seventy year

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents



TRADE MARK

Latest catalogue will be sent in exchange for your business card.

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS' SCISSORS,
TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.

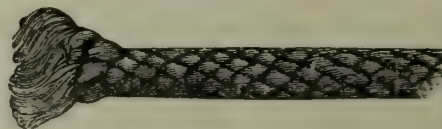


Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.
Contractors to H. M. Government and the principal English Sheet and Plate Glass Works



HERCULES

Sash Cord

Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

LOCKERBY & McCOMB, MONTREAL

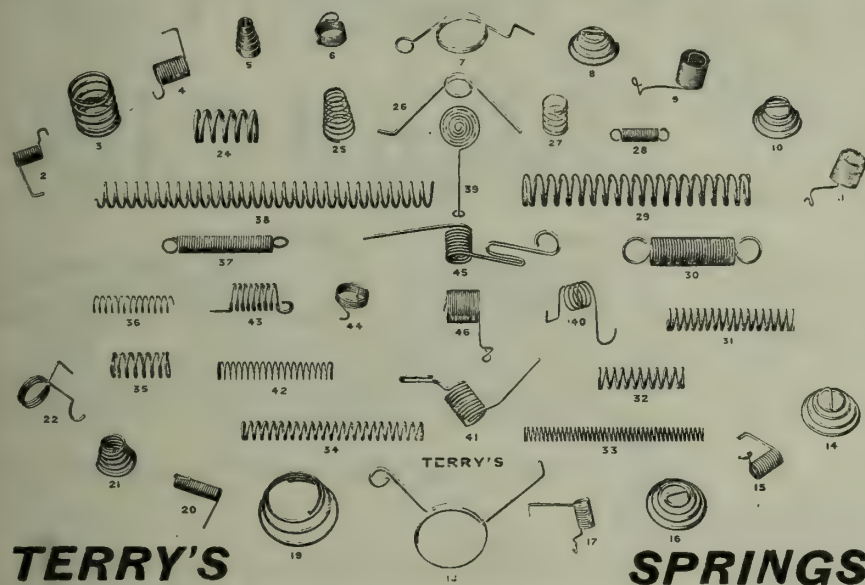
Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply

Dominion Brand Tarred Felt

Good Luck Tarred and Dry Fibre

Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch



TERRY'S

SPRINGS

If you buy springs for any purpose, we solicit an opportunity of quoting.

SEND FOR OUR LIST

HERBERT TERRY & SONS, THE SPRING SPECIALISTS, Box 100, Redditch, Eng.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR

PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER ONTARIO

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Are you Interested In any of the lines that are advertised ?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

SNIPS

B. B. & Co. Snips are
Drop Forged
Steel Faced
Carefully Tempered
Nicely Finished
Better Made
Guaranteed



Straight, Circular, Combination, Corrugated

Everywhere always ask
for B. B. & Co. Snips

See that your dealer carries
Canadian Made Goods

The Brown, Boggs Co.

Limited

Hamilton, Canada



CONTRACT for Island City Dry Colors

for your 1910 requirements

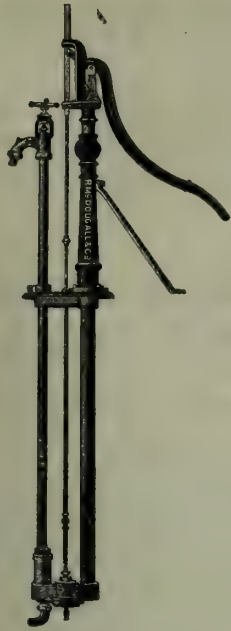
We will carry the **stock**
and will make **ship-**
ments, in **quantities**
as required, **promptly**.
The **excellent** quality
and prices we have to
offer **you** are **interest-**
ing.

Write to-day for
samples and prices.

P. D. DODS & CO.

Limited

MONTREAL



321

Orders on hand are heavier than we have ever known heretofore, but we have room yet for a number of new customers who will swell the ranks of satisfied users of

McDougall Pumps

We tell the same old story of quality first and price as easy as possible for you. Come let us get together. "Aremacdee" is a guarantee.

The R. McDOUGALL CO.

Galt, Canada

LIMITED

FOR-LARGER-PROFITS-FOLLOW-THE-ARROW



You are not getting as much business as you should!

Why don't you take on a line that will prove a "live wire" and not a dead one?

We want to show you the

Star Expansion Bolt

the biggest business bringer in the hardware line to-day.

Will you write for a sample and a trial proposition?

Wouldn't you be interested in a plan whereby you could increase your profits 50% without investing a single cent?

ADDRESS TO-DAY

STAR EXPANSION BOLT CO.

Catalog Department --20--

147-149 Cedar Street
NEW YORK, N.Y.



LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples. Made only by

Canada Screw Company, Limited

Hamilton :: Canada

We also make Wood Screws, Tacks, Wire (all kinds), Wire Nails, Rivets (iron and copper), Machine Screws; Stove, Sink, Sleigh, Shoe and Tire Bolts, Bright Wire Goods.



Always Reliable! Why??

We are the ACTUAL PRODUCERS



No. 1294

This is our SPECIALTY. The experience of long years as MAKERS of these goods (not mere assemblers) has effected perfection.

Manufactured Throughout by **NIXON & WINTERBOTTOM, Ltd., Sheffield, Eng.**
THROUGH ALL JOBBERS.

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.

WIRE CLOTH
Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING
Galvanized barb. 2 50 2 55
Galvanized plain twist. 2 80 2 85
F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, \$2.65 for small lots and \$2.55 for carlots.
Dominion special field fencing, 3 3/4 p.c. small lots; extra 5 p.c.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, 3/8, \$5.1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 3/8, \$5.1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES
Galvanized 2 85
Plain 2 60

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent.

BEESWAX

Per lb. 0 40

CHEMICALS.

In casks per lb.
Sulphate of copper (bluestone) 0 07
Litharge, ground 0 05
" flaked. 0 85 1/2
Green copperas (green vitriol) 0 01
Sugar of lead. 0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure. 0 08
Chrome yellow 0 16
Golden ochre 0 10
French 0 08
Chrome green 0 09
French permanent green 0 13
Signwriters' black 0 15
Marine black, 25 lb. Irons. 0 04 1/2

GLUE.

Domestic sheet, in barrels. 0 09 1/2
French medal 0 10

PARIS WHITE.

In bbls 1 00

PARIS GREEN.

Barrels 0 16 1/2
25-lb. drums. 0 17 1/2

PIGMENTS.

Orange Mineral, casks 0 09
" 100-lb. kegs. 0 09

PREPARED PAINTS.

Barn (in bbls.) gal. ins. 0 70 0 80
" 5 gal. tins. 0 65 0 85
Sherwin-Williams paints, qt. tins. 1 60
Canada Paint Co.'s pure, qt. tins. 1 50
Standard P. & V. Co.'s "New Era." 1 30
Benl. Moore Co.'s "Ark" B'd. 1 25
Moore's pure linseed oil, H.O. 1 35
Brandram-Henderson's "English" 1 55
Ramsay's paints, Pure, per gal. 1 30
" Thistle. 1 10
Martin-Senour 100 p.c. pure. 1 60
Senour's Floor Paints. 1 40
Jamieson's "Crown and Anchor" 1 40
Jamieson's floor enamel. 1 75
Island City pure paints. 1 40
Randerson Peary's, pure 1 30
Robertson's pure paints. 1 25

PLASTER OF PARIS

Per barrel 2 30

PINE TAR

Half-pint tins, per dozen. 0 60

PUTTY.

Standard.
Bulk in casks. 1 75
" 100-lb. drums. 2 00
Bladders in bbls. 2 15

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt. 4 50 4 10
Genuine, 100 lb. kegs. 5 00 5 00
No. 1, casks, per 100 lbs. 4 00 4 00
No. 1, kegs, per 100 lbs. 4 50 4 50

SHINGLE STAINS.

In 5-gallon buckets. 0 75

TURPENTINE AND OIL.

Montreal Toronto
Prime white petroleum per gal. 0 13 1/2 0 14
Water white " 0 15 1/2 0 16
Pratt's astral " 0 17 1/2 0 18
Castor oil, per lb. 0 08 0 08 1/2
Motor Gasoline single bbls. 0 16 1/2 0 17
Benzine, per gal single bbls. 0 15 1/2 0 16
Turpentine, single barrels 0 78 0 80
Linseed Oil, raw. 0 80 0 80
" boiled 0 83 0 83

VARNISHES.

Per gal. cans.
Carriage, No. 1. 1 50
Pale durable body. 3 50
" hard rubbing. 3 00
Finest elastic glazing. 3 00
Elastic Oak. 1 50
Furniture, polishing. 2 00
Furniture, extra. 1 15
" No. 1. 0 90
" union. 0 85
Light oil finish. 1 30
Gold size japan. 2 00
Turps brown japan. 1 50
No. 1 brown japan. 1 00
Baking black japan. 1 35
No. 1 black japan. 0 90
Benzine black japan. 0 70
Crystalline Damar. 2 50
" " coach. 1 50
Pure asphaltum. 1 40
Ollcloth. 1 50
Lightning dryer. 0 75
Elastilite varnish. 2 00
Granitine floor varnish. 2 50
Maple Leaf coach enamels. 1 20
Sherwin-Williams' kopal varnish. 2 50
Canada Paint Co.'s sun varnish. 2 00
" Kyanize " Interior Finish. 2 40
" " " coach. 1 50
B.H. Co.'s "Gold Medal," in cases. 2 50
Jamieson's Copaline. 2 50
Flatline floor finish. 3 00
Elastic exterior finish. 4 25
Island City Dreadnought Finish. 2 00
Stovepipe varnish, 4 pints, per gross. 8 00
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., \$2.30.
Pure white shellac varnish, in barrels 1 75
Pure orange " " 1 70
No. 1 orange " " 1 25

WINDOW GLASS

Size United Star Double
Inches. Diamond
Under 26. 4 25 8 25
26 to 40. 4 65 8 75
41 to 50. 5 10 9 50
51 to 60. 5 35 9 50
61 to 70. 5 75 9 75
71 to 80. 6 25 11 00
81 to 85. 7 00 12 50
86 to 90. 15 00
91 to 95. 17 50
96 to 100. 20 50
Toronto, 80 p.c. to 90 and 5. Broken boxes 50 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

Montreal Toronto
Munro's Select Flake White. 5 85 6 10
Elephant Genuine. 5 85 6 10 1/2
Lily Pure. 5 40 5 55 1/2
Tiger Pure. 5 50 6 50
Monarch (Windsor). 7 00 7 00 1/2
Essex Genuine. 5 85 7 00 1/2
Brandram's B.B. Genuine. 5 25 5 90
" Anchor " pure. 5 40 5 55
Ramsay's Pure Lead. 5 25 5 80 1/2
Ramsay's Exterior. 5 25 5 80 1/2
" Crown and Anchor, " pure. 5 50 5 75 1/2
Island City pure lead. 5 50 5 75 1/2
Randerson Peary's. 5 75 5 90 1/2
Robertson's C.P., lead. 5 65 5 90 1/2
Decorators' Pure. 5 50 5 65
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07 1/2

WHITE ZINC IN OIL.)

Pure, in 25-lb. Irons. 0 08 1/2
No. 1. " 0 07
No. 2. " 0 05 1/2

WHITING.

Plain, in bbls. 0 75
Gilders bolted in barrels. 1 00

HARDWARE

ADDS.

Carpenters', per doz. 13 50 14 00
Plain ship. 18 00 22 00

AXES AND HATCHETS

Single bit, per doz. 6 00 9 00
Double bit. 9 00 11 00
Bench Axes. 6 75 10 00
Broad Axes. 6 75 10 00
Hunters' Axes. 5 00 6 00
Boys' Axes. 5 75 6 75
Lathing hatchets. 4 70 10 10
Shingle. 1 45 6 75
Claw. 1 70 5 00
Barrell. 4 50 6 85

ANVIL.

Taylor-Forbes, prospectors. 0 05
Buckworth, per lb. 0 10 1/2

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 24 p.c.; B.B. caps, 50, 10 and 24 p.c.; Centre Fire Pistol Cartridges, 25 and 24 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 24 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only: Chilled, 40 c.; buck and seal, 80c.; No. 28 ba'l. \$1.20 per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits. 30 and 10
Irwin's auger. 47 1/2
Gilmour's auger. 80
Rockford auger. 50 and 10
Gilmour's car. 47 1/2
Clark's expansive. 40
Jennings' Gen. auger, net list.



BARN DOOR HANGERS.

stearns wood track. doz. pairs. 4 50 6 00
Zenith. 9 00
Atlas, steel covered. 5 00 6 00
Perfect. 8 00 11 00
New Milo, flexible. 6 50
Double strap hangers, doz. sets. 6 40
Standard jointed hangers, " 6 40
Steel King hangers. 6 25
Storm King and safety hangers. 6 50
" rail. 4 25
Crown. 4 85
Crescent. 6 50
Sovereign. 7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3

BARN DOOR LATCHES

Challenge, dozen. 2 25
Defiance, dozen. 2 75
Gesh dozen. 7 50

BELLS

Door bells, push and turn, 45 and 10 p.c. Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up. Sleigh bells, body straps, each, \$1.15 up. Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 1 Agricultural, not wider than 6 in., 75 per cent Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new \$1 list Per cent
" " 1/2 and smaller. 66 2-3
" " 7-16 and up. 60
" " Norway Iron (\$3 list) 60
Machine Bolts, 1/2 and less. 60, 10 and 5
Machine Bolts, 7-16 and up. 60
Fough Bolts. 55, 5 and 10
Blank Bolts. 60
Bolt Ends. 60
Sleigh Shoe Bolts, 1/2 and less. 60 and 10
" " 7-16 and larger 55 and 5
Coach Screws, new list. 72 1/2
Nuts, square, all sizes, 40c. per lb. off. Nuts, hexagon, all sizes, 40c. per lb. off. Stove Rods per lb., 5 1/2 to 6c. Stove Bolts, 80

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll. 0 70
O. K. paper, No. 1, per roll. 0 75
O. K. paper, No. 2. 0 70
Plain Fibre, No. 1, per 400 ft. roll. 0 45
Tarred Fibre, No. 1, per 400 ft. roll. 0 55
Tarred Fibre Cyclone, 35 lb., per roll 0 55
Dry Cyclone, 15 lbs. 0 45
Tarred Sheathing (Jollette), 25 lb. 0 40
Tarred Felt, 7 oz., 50 lbs. 1 80
Plain Surprise, per roll. 0 35
Resin sized Fibre per roll. 0 40
Asbestos building paper, per 100 lbs. 4 00
Heavy straw, plain & tarred, per ton Same in Maritime Provinces. 42 50
Carpet Felt, per 50 lbs. 1 40
Tarred wool roofing felt, per 100 lb. 1 80
Pitch, Boston or Sydney, per 100 lb. 0 70
Pitch, Scotch, per 100 lb. 0 65
Heavy Fibre. 32 & 60, per 100 lbs. 3 00
2 Ply Ready Roofing, per square. 0 80
3 " " 06
2 Ply complete, per roll. 25
3 " " 1 45
Liquid Roofing Cement, brls., per gal. 0 15
tins 0 20
Orude Coal Tar, per barrel. 3 50
Refined Coal Tar, tins, per doz. 1 00
Refined Coal Tar, per barrel. 4 60
Single varnish, per barrel. 4 60
Claps, per lb. 0 06
Kalls, per lb. 0 06
Mop cotton, per lb. 0 15

Send for Complete Catalogue.

DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

Steel, discount 50 per cent.
Brass, 55 per cent.

Triple End Spring Butts, 30 and 10 per cent
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

LOCKS AND KEYS.

Mattocks, 6 lb., 18 inch, \$5 dozen
Picks, 6 to 7 lb., 4.25 doz.
Pick handles, \$1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

Plumbersper 100 lb.....	4 50
------------------------------	------

Kemp's Tornado and McClary's Model
galvanized oil can, with pump, 5 gal-
lon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½.
"Singalese" and "Alaska" Nevada silver
flatware, 43 p.c.

Discount 40 per cent.
 10-gt. flaring ear buckets, 40 per cent
 5, 10 and 14-gt. flaring pails 40 per cent.
 Copper bottom tea kettles and boilers, 40 p.c.
 Coal hods, 45 per cent
 Boiler and tea kettle pits, 40 p.c.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

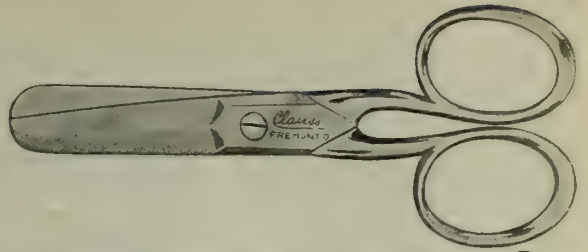
Button's genuine, 37½ to 40 per cent.

Berg's wing pump, 75 per cent.

Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	30 00
Clauss automatic safety		37 00
Clauss perfect stroppler		18 00
Gillette Safety, each.....		3 75
* Razors and strops, 50 per cent		
Ever Ready Safety.....		9 00

The Only COMPLETE Line

of Cutlery on the market is the **CLAUSS LINE**. It covers everything from the smallest scissor to the largest shear; from the tiny safety to the heaviest razor. Also everything in strops, pruners, tinner snips, etc. By the Natural Gas Process (used only by the Clauss Co.) a perfectly tempered edge is invariably procured. Accompanying cut illustrates a very handy line—the Clauss



POCKET SCISSORS

We give an unlimited guarantee with each article, and cheerfully replace any defective goods. Why not write for our catalogue?—it costs you nothing. We back our wares by extensive consumer advertising. Write us to-day.

CLAUSS SHEAR CO. (Largest Cutlery Manufacturers in the World.) 169 Spadina Ave., Toronto

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

ROPE AND TWINE.		SCALES.		STABLE FITTINGS.		TRAPS (STEEL GAME)	
Sisal rope	0 09	Gurney Standard, 35; Champion, 45 p.c.		Dennis Wire & Iron Co., 33½ p.c.		Newhouse, 30 per cent.	
Pure manilla rope	0 11	Burrow, Stewart & Milne—Imperial		STOVE BOARDS		Hawley & Norton, 45 and 5 per cent.	
"British" Manila	0 09½	Standard, 35; Weigh Beams, 35; Champion		Lithographed, 60 and 10		Victor, 60 and 5 per cent.	
Cotton, 3-16 inch and larger	0 24	Scales, 45.		STOVEPIPES.		Oneida Jump (Star), 60 per cent.	
Russia Deep Sea	0 16	Fairbanks Standard, 30; Dominion, 50		5 and 6 inch, per 100 lengths	7 00	TRAPS (RAT AND MOUSE)	Doz
Jute	0 09	Rickelien, 50.		7 inch	7 50	Out O' Sight Mouse Traps	0 60
Lath Yarn, single	0 08½	Warren new Standard, 35; Champion, 45		Nestable, 45 per cent.		" " Rat Traps	1 20
" " double	0 09	Weigh Beams, 30.		STOVEPIPE ELBOWS		Easy Set Mouse	0 45
Sisal bed cord, 48 feet	0 65			5 and 6-inch, common	1 22	" " Rat	0 95
" " 60 feet	0 80	SCYTHE SNATHS.		7-inch	1 35	Blizzard Mouse Traps	0 45
" " 70 feet	0 95	Canadian, 40 per cent.		Polished, 15c per dozen extra.		" " Rat Traps	0 95
Cotton clothes line, 27½ off.		SCREWS	Per cent	Thimbles, 70 p.c.		Hold-Fast (formerly Devil) Mouse Traps	0 25
Bag, Russian twine, per lb.	0 27	Wood, F.H., bright and steel	85 and 10	STOCKS AND DIES.		Hold-Fast (formerly Devil) Rat Traps	0 80
Wrapping, cotton, 3-ply twine	0 36	" " R.H., bright	80 and 10	No. 20 Beaver Die Stock	18 75	5-Hole Tin Chokers	0 80
" " 4-ply twine	0 30	" " F.H., brass	75 and 10	STONES—OIL AND SCYTHE.		VICES	
Mattress twine per lb.	0 33	" " R.H., brass	70 and 10	Washta	0 37	Per pound	0 12 0 12½
Stag ng	0 35	" " F.H., bronze	70 and 10	Hindostan	0 06	Hinged pipe vise, 25 lbs	3 55
		" " R.H., bronze	65 and 10	" " slip	0 18	Saw vise	4 50 5 00
		Drive screws	85 and 10	" " Axe	0 10	Blacksmiths', 60; parallel, 45 per cent.	
		Set, case hardened	60	Deer Creek	0 10	WASHING MACHINES.	
		Square cap	50 and 05	Deerlock	0 25	New Ontario	41 25
		Hexagon cap	45	" " "	0 15	Round, re-acting per doz.	73 75
		Bench, wood, per doz	\$5 00	Lily white	0 42	Square	77 50
		" " iron, per doz	4 25	Arkansas	1 50	" " "	49 75
				Water-of-Ayr	0 10	Dowsell	93 75
		SCREWS (MACHINE)		Scythe	3 50 5 00	New Century, Style A	165 00
		Flat head, iron and brass, 35 per cent.		Grind, 40 to 200 lb., per ton ..	20 00 22 00	Ideal Power	165 00
		Fillister head, iron, 30; brass, 25 per cent.		" under 40 lb.	24 00	Daisy	67 50
		SCREW DRIVERS.		" 200 lb. and over	28 00	Stephenson	74 00
		Sargent's	0 65 1 00	TACKS, BEADS, ETC.		Puritan Motor	165 00
		North Bros., No. 30	16 80	Carpet tacks, blued, 80 p.c.; tinned,		Connor, improved	48 75
		SCISSORS AND SHEARS.		80 and 15; (in keg), 40; out tacks, blued, in		Ottawa	51 25
		Clauss, nickel scissors and shears, 60; Japan		dozens only, 75; ¼ weights, 60; Swedes out		Connor Ball Bearing	108 75
		65; tailors, 40; pruning, 70.		tacks, blued and tinned, bulk, 80 & 20 dozens,		Connor Gearless Motor Washer ..	172 50
		Seymour's, 50 and 10 per cent.		75; Swedes, upholsterers', bulk, 85 and 25;		20 per cent.	
		SHELF BRACKETS		brush, blued and tinned, bulk, 75, 5 & 12½;		WRINGERS	
		No 140 65 and 10 p.c.		Swedes, gimp, blued, tinned and japanned,		Royal Canadian, 11 in., doz.	42 25
		SKATES AND HOCKEY STICKS.		85 and 10; zinc tacks, 35; leather carpet;		Improved Royal Canadian, 11 in.	44 75
		Starr skates, 37½ per cent.		tacks, 35; copper tacks, 45; copper nails 50;		Eze. 10 in., per doz	43 25
		Baker, hockey 30c. upwards; springs,		trunk nails, black, 65; trunk nails, tinned and		Bicycle, 11 inch	54 25
		Empire hockey sticks, \$3.00, \$3.50.		blued, 65; clout nails, blued and tinned 65;		Trojan, 12 inch	97 50
		Micmac and Rex sticks, \$4.00, \$6.00.		chair nails, 35; patent brads, 40; fine finish-		Challenge, 3 year, 11 in.	45 75
		Pucks net, \$1.50.		ing, 40; lining tacks, in papers, net; lining		Ottawa, 3 year, 11 in.	52 00
		SHOVELS AND SPADES.		tacks, in bulk, 15 lining tacks, solid heads		Favorite 5 year, 1 in.	53 00
		Canadian, No. 1 and 2 grade, 60 and 2½ p.c.;		in bulk, 75; saddle nails, in papers, 10		20 per cent.	
		No. 3 and 4 grade, 60 and 2½ p.c.		saddle nails, in bulk, 15; butting buttons, 22		WHEELBARROWS	
		SQUARES.		line in dozens only, 60; zinc glaziers' points		Navy, steel wheel, dozen	21 20
		Dieston's 60 and 10 p.c.		5; double pointed tacks, papers, 90 and 1½		Garden, steel wheel, dozen	32 40
		Stanley Try Squares, size 7½, doz. net. ..	\$2 85	double pointed tacks, bulk, 40; clinch point		WHIFFLETREES	
		SNAPS.		shoe rivets, 45; cheese box tacks, 85 and 10		Tubular steel whiffletrees, 28 in.	0 70
		Harness, 25 per cent.		trunk tacks, 80 and 12½; strawberry box		" " " 34 in.	1 09
		SOLDERING IRONS		tacks, 75 and 12½.		" " " 36 in.	1 25
		Base, per lb., 28 cents.		TAPE LINES.		" " neckyokes, 36 in.	1 05
		STAMPED WARE.		Universal, ass skin, No. 714, 66 ft., doz. \$ 00		" " doubletrees, 40 in.	0 95
		Plain, 75 and 12½ per cent.		Lufkins, linen, No 404, 66 ft., each.	0 94	" " lumbermen, 44 in.	1 15
		Retinned, 75 and 12½ per cent.		" steel, No. 264, 66 ft., each ..	3 15	WOOD HANDLES	
		SAP SPOUTS.		Chesterman's linen, No 1822, 66 ft. ea. 1 10		Second growth ash fork, hoe, rake and	
		Eureka tinned steel, hooks	8 00	" Metallic, No. 1821	1 95	shovel handles, 40 p.c.	
		STAPLES		" Steel, No. 1840, 60 feet	4 20	Extra ash fork, hoe, rake and shovel	
		Poultry netting, 100 lbs	5 70			handles, 45 p.c.	
		Bed, 100 lbs., No. 14	6 75	TROWELS.		No. 1 and 2 ash fork, hoe, rake and shovel	
		Blind, per lb	12	Diaston's, 10 per cent.		handles, 50 p.c.	
		Coopers' staples, 45 per cent.		THERMOMETERS.		White ash whiffletrees and neckyokes, 35 p.c.	
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				Discount, 45 per cent.		whiffletrees, 45 p.c.	
				Plain and retinned, 75 and 12½.		WRENCHES	
						Agricultural, 67½ p.c.	
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						Canadian, 50 per cent.	

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"The Model E Sporter I ordered arrived yesterday. Allow me to compliment you on the excellent and superior finish all through. It is all up to my expectations. I consider it the best value in the shape of a sporting rifle I ever had for my money."

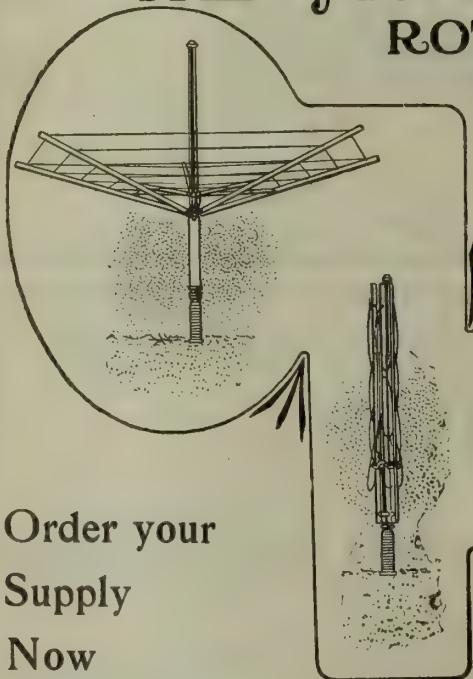
When sportsmen everywhere have this opinion of the Ross Rifle—men who are acquainted with all makes of fire-arms—isn't it more than likely **the demand in your own neighborhood** will increase?

FULL PARTICULARS AND CATALOGUE ON APPLICATION

ROSS RIFLE CO. - - QUEBEC

Something that every housekeeper will want

THE MONITOR ROTARY LAWN CLOTHES DRYER.



Order your
Supply
Now



and on account of our advertising it won't be long before they'll be coming to your store asking for the

MONITOR

150 ft. line, and every line within easy reach. Stand in one spot to hang out a large wash.

The lines come to you

NO tramping through wet, snow or mud, carting a heavy clothes basket around the yard. NO soiled clothes. NO dirty lines. NO obstruction on lawn or in yard. NO trouble to set up and take down.

Cummer-Dowswell

Limited

HAMILTON

CANADA

KERR'S GLOBE AND GATE VALVES

STRICTLY
HIGH GRADE.
TESTED &
PACKED



THE KERR ENGINE CO. LIMITED
VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

Still's Special Hockey Stick

is pre-eminent for quality,
balance, finish and material!

The best players use it
and it is a line that will pay
you to handle.

Write for prices.

J. H. Still Mfg. Co.
LIMITED
St. Thomas, Ontario

ITEMS THAT COUNT

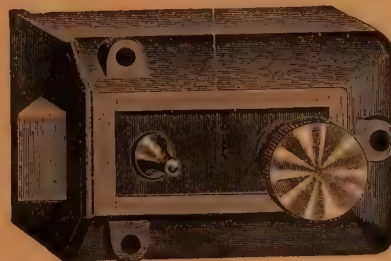
We can supply you with a full
range of rim and mortise locks, and
of inside, front and store door sets.

OUR GOODS JUST HIT THE PUBLIC TASTE

**The Peterborough Lock
Manufacturing Company, Ltd.**

Peterborough, Ontario

Your stock of locks is a most important
item in the success of your store!



Cylinder Night Latch, No. 103



LUFKIN MEASURING TAPES
Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868.

Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve

Medals



Awarded

By JURORS at

International Expositions
Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



VALVE DISCS



Nothing to equal them
has ever been made

THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED

Toronto Montreal Winnipeg Calgary Vancouver

WHITE'S PORTLAND CEMENT

is the best, being extremely finely ground and uniform in quality.

Packed in either bags or barrels.

It has stood the test of time, having been imported into Canada for over 50 years.

Do not buy other brands without first asking for prices on WHITE'S brand.

B. & S. H. THOMPSON & CO., LTD.

AGENTS

MONTREAL, P.Q.

Rubber Belting. For Mines, Lumber Mills, Tanneries, Flour Mills, Grain Elevators, and General Factory Service.

Ask For These Brands: "PARA," "Lumber King" (for regular transmission), "Keewatin" and "Columbia" (friction surface— for high speeds and small pulleys), "Canadian" for conveying ore, grain, etc. No matter how special the conditions, we have a rubber belt guaranteed to do the work.

Rubber Hose. For every regular and special purpose— Hot and Cold Water, Chemical, Brewers, Pneumatic Tool, Air Drill, Steam, etc.

Valves and Gaskets. For every condition of service on largest steamboats, tugs, mines, railroads and general factory use.

Sheet Packings. "STAR" RED SHEET PACKING for highest pressure. "Canadian" Spiral and High Pressure Rings. Many other special Packings.

RUBBER MATS, MATTING and PLAIN RUBBER FLOORING: "Canadian" Interlocking Tiling, "Diamond" Inlaid Rubber Flooring, MOULDED GOODS and SPECIALTIES—For all purposes. RUBBER CLOTHING and a full line of rubbered textile goods. "Canadian" Automobile and Carriage Tires.

Write for our handsome catalogues, or drop a line to our nearest Sales Branch, and our representative will call upon you.

The Canadian Rubber Co. of Montreal

LIMITED

St. John, N.B.
Halifax, N.S.
Montreal, P.Q.
Toronto, Ont.
Winnipeg, Man.



Calgary, Alta.
Regina, Sask.
Vancouver, B.C.
Victoria, B.C.

Mark of Quality

R. J. YOUNGE,
Gen. Sales Manager.

D. LORNE MCGIBBON,
Vice-Pres. and Man. Director.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

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London, Eng.: 88 Fleet St., E.C.

VOL. XXII.

PUBLICATION OFFICE: TORONTO, JANUARY 15, 1910

NO. 3.

ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

PLIERS VICES

SPECIALITIES OF ALL DESCRIPTIONS

For Sale by Leading Wholesale Houses.

Poultry Netting

—“Lysaght’s” Make—

Thoroughly galvanized and well woven

STOCK OR IMPORT

John Lysaght, Limited
Makers

A. C. Leslie & Co., Ltd.
Montreal

Bristol, Newport and Montreal

Managers Canadian Branch

Not “Just as Good,” but a GREAT DEAL BETTER!

That’s the claim we make for **TAYLOR-FORBES** Lawn Mowers—that they are better value than any imported machines.

WHY?

Because all our machines are self-sharpening—cross bars, girts and shafts being double the weight and strength of any imported machine. Steel plates for cylinders and knife-backs in all our machines are double the thickness of any imported machine. All cylinder wings are made of malleable iron—cast iron is used in imported machines. All wheels on our machines are three times the weight of any imported machine.

Look into this lawn-mower proposition most carefully!

There’s money in it for you!

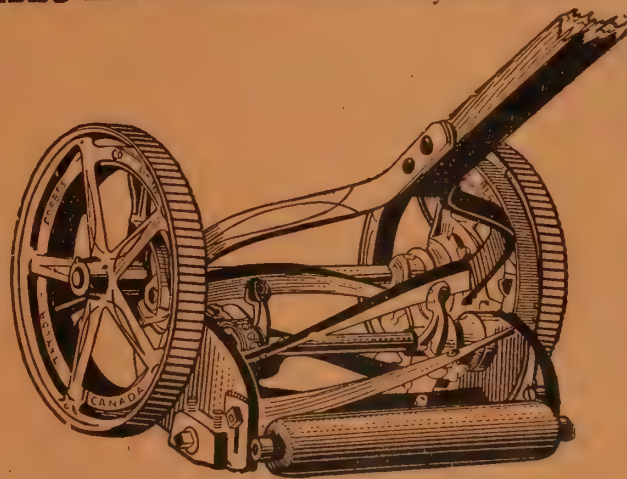
Taylor-Forbes Co., Limited

Largest Manufacturers of Lawn Mowers in Canada

HEAD OFFICE AND WORKS

Guelph

Ontario



TAYLOR-FORBES CO., Limited, 122 Craig St. West, MONTREAL

H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.

W. A. MACLENNAN, VANCOUVER, B.C.

J. B. H. RICKABY, VICTORIA, B.C.

HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.

CANADIAN MANUFACTURERS AGENCY, LONDON, ENGLAND.



Some Day Soon—

travelling salesmen representing various wholesale houses and manufacturers will be calling on you soliciting your 1910 Axe Orders.

It isn't always wise to place orders with the first man who calls. Investigation pays always. While you are investigating the Axe Question, we want to draw your attention to some facts concerning

Mikado Chopping Axes

These axes have enjoyed an excellent reputation for many years. They are now made by experts from genuine Sheffield Steel, at the splendidly equipped plant operated until a short time ago by Jas. Warnock & Co., Galt.

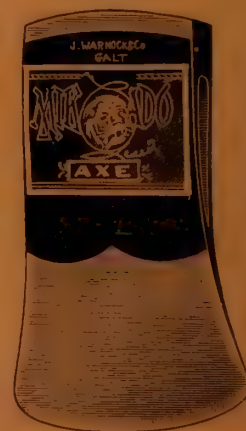
The head chemist of Wm. Jessop & Sons, Sheffield, England, has been engaged by us to insure that all our steel is properly hardened and tempered.

Mikado Axes have cutting edges that will give your customers particular satisfaction and greatly enhance your reputation as a dealer in reliable edge tools. **Investigate Mikado Axes.**

The Allan Hills Edge Tool Company, Limited, Galt, Ont.

N. J. DINEEN, WESTERN REPRESENTATIVE

Bench Axes, Chisels, Draw Knives, Striking Hammers,
Peavies, Cant Hooks, Etc.



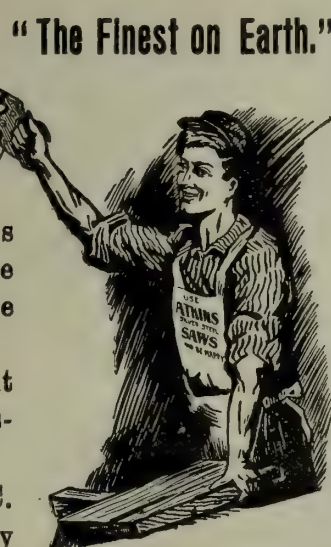
ATKINS SAWS

Made
in
Canada.

"The Finest on Earth."

Strictly High
Grade. Made for
the best mechanics
who want, appreciate
and will pay for the
Finest Tools.
They bring a good profit
and satisfy your cus-
tomer.

The name "E. C.
Atkins & Co." on every
blade.



E. C. ATKINS & CO., Ltd.

Hamilton, - Ont.

Home Office and Factory, Indianapolis,
Indiana, U.S.A.

Still's SPECIAL Hockey Stick

Just a little better than the best!

Better in Quality.
" in Balance.
" in Finish.

Here's your chance to suit the
particular hockey man!

WRITE FOR PRICES

J. H. Still Mfg. Co., Ltd.
St. Thomas, Ont.

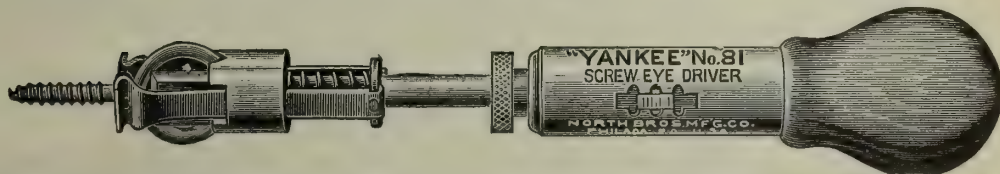
"YANKEE TOOLS"

SOME NEW STYLES—HAVE YOU SEEN THEM?

are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE



"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.



"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG
TELLS ALL ABOUT THESE AND
SOME OTHERS, AND IS MAILED
FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.

Dealers, Take Notice!

25 Years Ago we began manufacturing Metallic Roofing. The first years were trying ones, but our policy, adopted at the start—**PROTECTION TO THE DEALERS**—together with the fact that only the highest quality material is used in the manufacture of our roofing, won out and placed us at the top.

Our Strong Protection Wall surrounds the trade. We want your co-operation. Success for you means success for us.

Our Extensive Advertising creates a market. Don't let your competitor reap all the benefit. Get your share.

Our Metallic Roofing stands the test. 25 years has proved it. Our catalogue of Metallic Building Material will interest you—write for it.

Manufacturers



"Bristol" Steel Fishing Rods

OVER A MILLION ANGLERS

More than a million anglers are reading the big "BRISTOL" advertisements in sporting journals, standard magazines and illustrated weeklies.

If you want to know what is making "BRISTOL" rods sell, and what is making your customers so insistent on having "BRISTOL" Rods, read our advertisements regularly in the sporting journals.

You will have your memory refreshed on the "selling points" of "BRISTOL" Rods. It takes quality goods to get quality trade, just as it takes money to get money. Your QUALITY trade wants "BRISTOL" Rods because they know that "BRISTOLS" are the quality Rods. When you don't supply what your trade wants, that trade goes where it can get what it wants—and get it without a fuss. The City of Bristol, Conn., is known throughout the civilized world because it is the place where "BRISTOL" Rods are made.

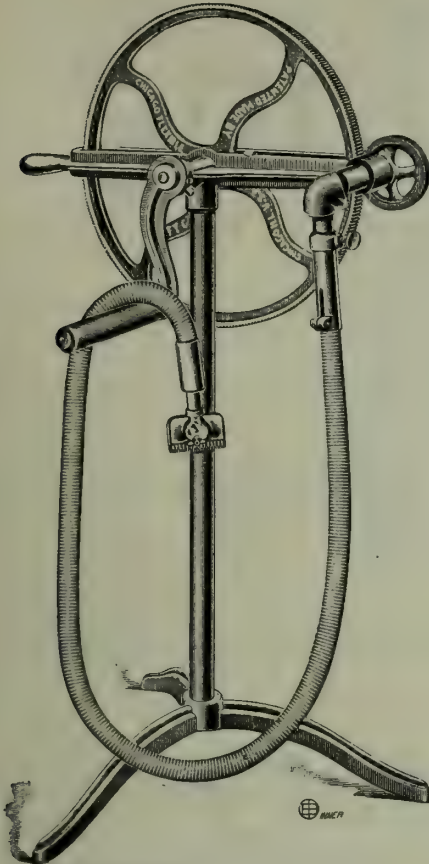
"BRISTOL" Steel Fishing Rods are not only the best advertised rod in the world, but they are the best advertised fishing tackle of any kind in the whole world. It is an asset to any dealer to be known as "Headquarters for 'BRISTOL' Rods." Better cash in on that asset larger than ever this season. Watch your mail for our announcements.

The Horton Manufacturing Company, Bristol, Conn., U.S.A.

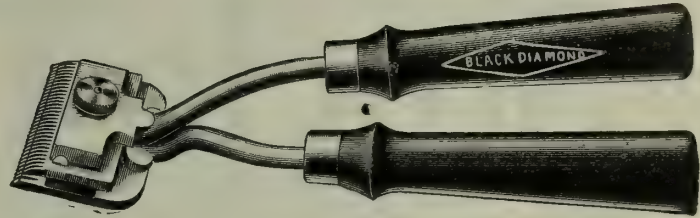
Pacific Coast Branch, PHIL. B. BEKEART CO., 717 Market St., San Francisco.

Canadian Representative, R. N. Scott, 200 McGill Street, Montreal.

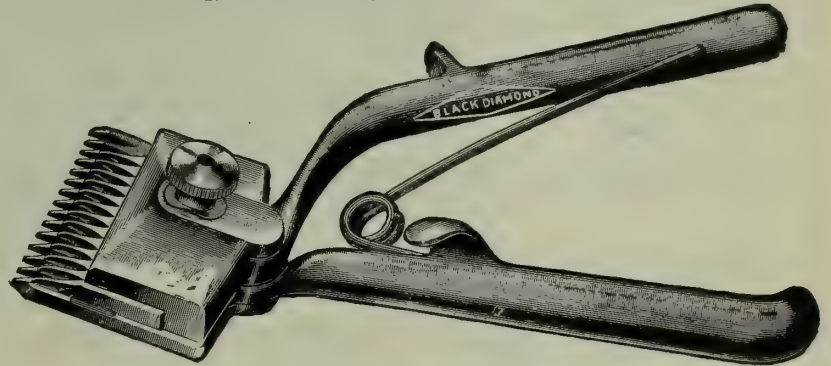
For the next few weeks watch this page weekly for pointers in Spring Buying



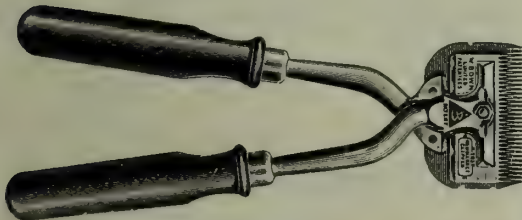
STEWART'S 1902 CHICAGO



No. 1909
BLACK DIAMOND HORSE CLIPPER
Ball Bearing, Nickel Plated, Finest Hand Clipper in the World



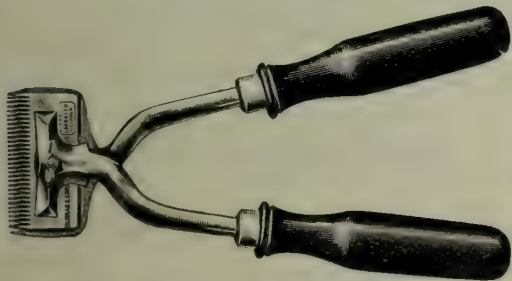
No. 15
BLACK DIAMOND FETLOCK CLIPPER
Ball Bearing, Nickel Plated



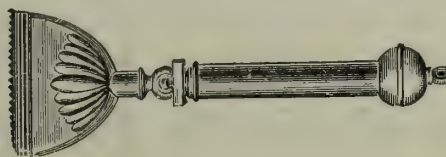
NEWMARKET
Stained Handles, Leather Pocket



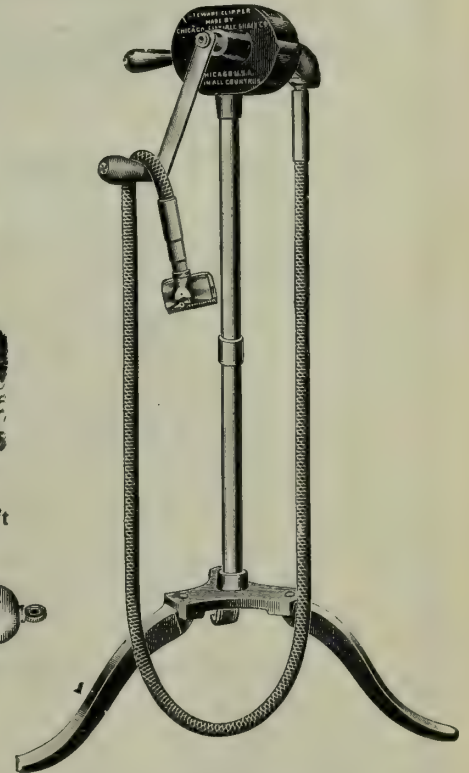
STEWART'S SHEEP SHEARING
MACHINE
with Large Drive Wheel, Flexible Shaft



BOKER'S No. 1704
Ball Bearing, Polished Ebonized Handles,
Leather Pocket



No. 165
SINGEING LAMP—4-in. Wick.



STEWART'S No. 1

The above are a few of the many lines we stock. We are the largest jobbers of Clipping Machines in Canada

LEWIS BROS., Limited

Importers and Distributors
MONTREAL

Ottawa

Toronto

Vancouver

Stock Taking

will soon be over. If you have never bought from us before start the New Year by getting your requirements from an Old Reliable Firm where you will get the **best attention** and goods at the **best market prices**. We may say right here that we are starting our

Second Century

in business and can be relied upon for straightforward dealings.

We want a share of your Business.

Place a sample order with us **NOW**.

We are carrying one of the largest stocks of shelf and heavy hardware in Canada, and are in a position to give satisfaction to all.

WE
SHIP PROMPTLY

WE
SHIP PROMPTLY



FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

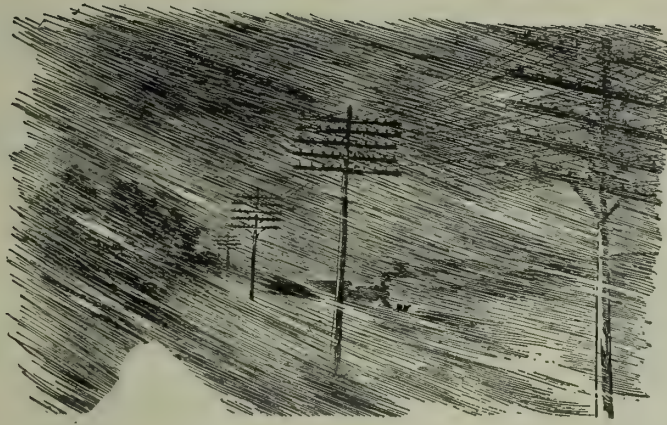
Montreal

: : : : :

Canada



Anticipate Requirements



This is the time of the year when storms and blizzards are apt to upset the very best shipping arrangements, and cause delays that are absolutely unavoidable. In order to provide for any such contingency, customers are urged to anticipate more fully all possible requirements and not leave orders till the last minute. Advise us immediately of anything you are likely to want, and allow ample time for deliveries. We attend to all Letter Orders promptly on receipt, and pride ourselves on the facility with which we get goods packed and shipped, but beyond that the railroads and the weather have to be reckoned with. Better be on the safe side and order goods well ahead. This has particular reference to those customers who are located at distant points, and to shipments that of necessity must go by freight.

H. S. Howland Sons & Co., Limited

Wholesale Hardware Merchants

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



Registered

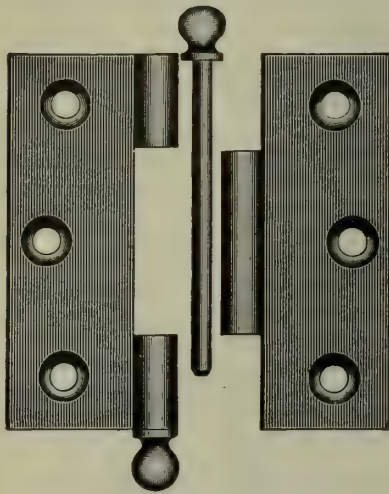
QUALITY

is the potent force that has placed

"Crescent Brand" Butts and Hinges

in the proud position they now occupy in the realm of Hardware. Whether judged from the standard of "appearance" or that of "intrinsic worth," there can be no question of "Crescent Brand Superiority."

The prices are not any higher than is asked for the inferior makes.



Merchants who desire the Builders' and Contractors' Orders

cannot afford to stock any Butts or Hinges that are not made by

CANADA STEEL GOODS COMPANY, Ltd.
MANUFACTURERS, - - HAMILTON, CANADA

IMPORT WINDOW GLASS

**G
L
A
S
S**

IF you anticipate importing this season **OBTAIN** our prices, they are very low, and we guarantee the **QUALITY** of our glass second to none. **PACKING**—all glass will be well packed, thus ensuring delivery in good order. **DELIVERY** arranged to your satisfaction.

**G
L
A
S
S**

WRITE NEAREST OFFICE

THE HOBBS MANUFACTURING CO., LIMITED
TORONTO LONDON WINNIPEG

GASOLINE TORCHES



Made With Heavy Brass Tanks
Fitted with Fine Bronze Burners

having soldering iron attachment, durable pump, easily cleaned, consumption
 $\frac{1}{2}$ pint gasoline per hour.

SIZES
WEIGHT

1 PINT
2 LB.

1 QUART
 $4\frac{1}{2}$ LB.

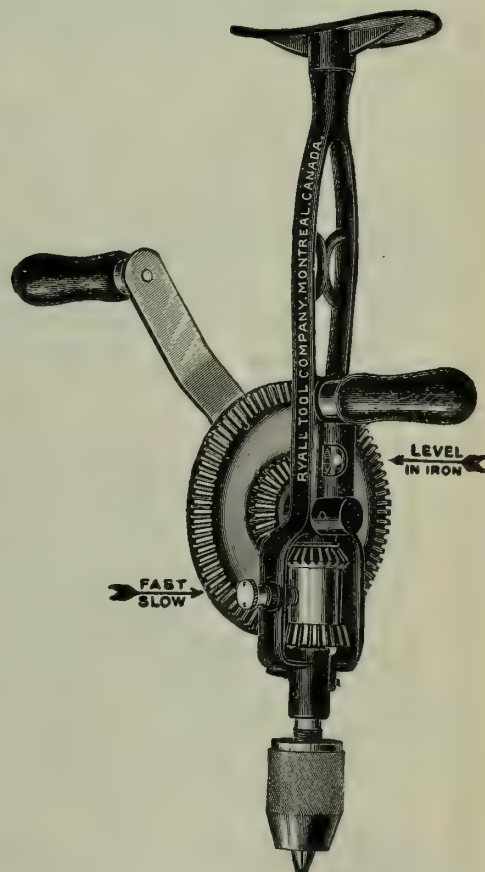
No. 60 Breast Drill

WILL BORE EVERY HOLE TRUE

because it is fitted with a new level, set in the frame where it can
easily be seen, yet cannot readily be broken.

Mechanics Will Appreciate This
Decided Improvement Over the
Old Uncertain Kind of Drill

These Drills are made by expert workmen especially skilled
in their particular work, and are sold at a reasonable price. Each
drill has two speeds which can readily be changed from fast to slow.
All gear teeth are cut from solid metal, making the tool work
smoothly.



Caverhill Searmont & Co

MONTREAL & WINNIPEG

Brantford "Roofing" Co.'s Brands

OF READY ROOFING

Viz. **"Brantford Asphalt"**

"Brantford Rubber"

Are popular everywhere.

Do you handle them?

Our Contract to Agents is attractive.

"Brantford Crystal"

and **"Mohawk"**

Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd.

Montreal, P.Q., Vancouver, B.C., St. John, N.B.

"MR. HARDWARE MAN"

It will pay you to see our "Large Exhibit" of brushes at Hardware Convention, London, Feb. 8th-12th, **before placing your spring order.** We will also be pleased to see you at our Warehouse where we have a large variety to select from. Bryan's Brushes have a reputation.

ASK THE MAN WHO USES THE BRUSH.

Thomas Bryan, Limited, London, Ontario

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg Calgary and Edmonton

WOSTENHOLM'S FINE SHEFFIELD CUTLERY

I-XL Sportsmen's Knives

Hand Forged, Fine Stag Handle



Insist on getting I-XL Goods from your Jobber.

A. MACFARLANE & CO., MONTREAL, Canadian Representatives

Disston

FILES

An EXPERT machanic ALWAYS remembers what you RECOMMEND to him. Sell a workman a DISSTON File, and thereafter he'll say—"I want a DISSTON File." 30,000 dozen DISSTON Files are used in the DISSTON Saw Works alone—made from DISSTON Crucible Steel to get the RIGHT hardness. Using so many, you may be SURE that DISSTON makes a DISSTON File keep its EDGE. Workmen like a DISSTON File because it stays SHARP. The DISSTON Line of Saws, Tools and Files will INCREASE your trade—that trade has INCREASED the size of the DISSTON Works.

HENRY DISSTON & SONS, INC.

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA

U.S.A.



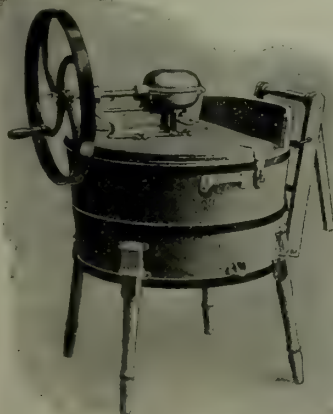
Simplicity of Gearing

is a leading feature of the

"Winner" Rotary Washer

Style No. 2

which is not at all liable to get out of order.



The main shaft runs on roller-bearings, which carry all the weight and make the machine very easy-running. The inside is widely corrugated, and the whole machine is strongly built and attractively finished. The new stove-leg ensures perfect rigidity.

A strong selling-line you can handle profitably.

Write for Catalogue and Prices.

J. H. Connor & Son, Limited
OTTAWA, CAN.

JAMES CARTLAND & SON

BIRMINGHAM, England

LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

Original Patentees and Manufacturers of
Cartland Patent Helical, Cilmax, Adjustable,
and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

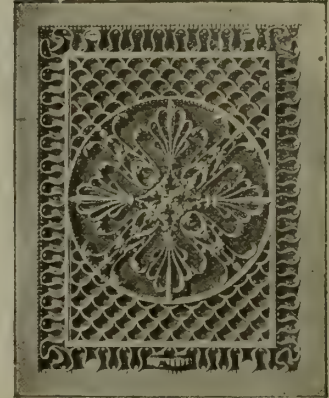
Registers - Ventilators - Grilles

OF

Cast Iron, Semi-Steel or all Steel

PRODUCTS

We manufacture every style of Register, Cast Iron, Semi-Steel, All Steel Baseboard and Sidewall, also Grilles of Cast Iron, Steel or Woven Wire work.



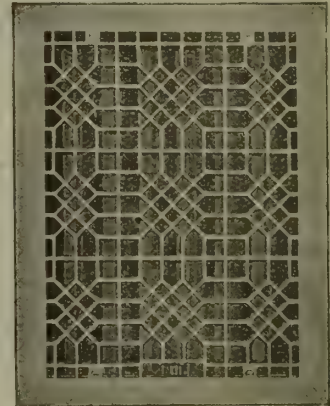
CAST, EMPIRE DESIGN.

CAST IRON

We strongly recommend All Cast Goods as by far the most durable and handsome in appearance. Registers made by us 60 years ago are still in use.

SEMI-STEEL

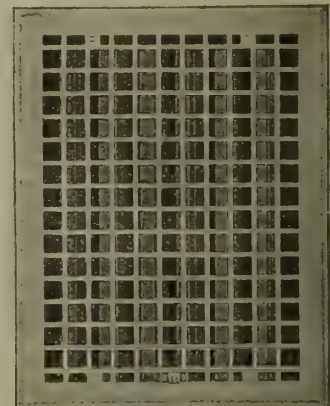
The Semi-Steel Register combines the advantages of the Cast Face with the light weight of the Steel Bottom. Everything but the face is of Wrought Steel.



SEMI-STEEL, IND. LAT.

WROUGHT STEEL

The Wrought Steel Register is light in weight and unbreakable. Our Roller Movement Self-Locking Register is fully described in our Sixty-third Annual Catalogue.



WROUGHT STEEL.

Tuttle & Bailey Manufacturing Company

of Canada, Limited

BRIDGEBURG

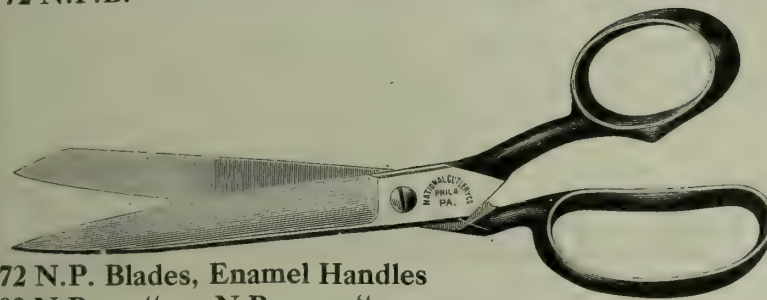
CANADA

National Cutlery Co. Shears and Snips are high-class

Nickel plated blades. "Steel Ride"
ALL FULLY WARRANTED



70 N.P. Blades, Enamel Handles
72 N.P.B. " N.P. "



72 N.P. Blades, Enamel Handles
82 N.P. " N.P. "

Forged
Steel
Snips for
cutting
irregular
and
straight
lines

N.P. Blades



DECATUR, BULL & CO.

SELLING AGENTS.

MONTREAL, CANADA.

Write for catalogue
and prices



The "Famous" Base Burner

—Here it is—

You know the stove, the new 400 series, and you know its features, such as triple exposed flues, double mica door catch, etc., the best stove on the market, and we have lots of them in stock, waiting for your call. Perhaps you have not tried it yet; if not

TRY IT NOW.

McCLARY'S

London, Toronto, Vancouver, St. John, N.B.
Montreal, Winnipeg, Hamilton, Calgary.

HARDWARE AND METAL

PIG IRON

BRANDS :

“Glengarnock” “Carnbroe” “Jarrow”

Prompt Shipments.

Attractive Prices.

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

“Zephyr Ventilator”

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the “Zephyr Ventilator” in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The “Zephyr” cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The “Zephyr” makes high chimneys unnecessary.



Penetanguishene, Jan. 18, 1909
The J. W. Harris Co., Ltd.
Montreal.

In reply to yours of the 15th inst. regarding the two (2) “J. W. Harris Rotary Ventilators” which I got from you in September 1907, I must say that my customer is well satisfied, and he told me that they work fine and could not work any better.

Yours truly,
M. A. Gendron.

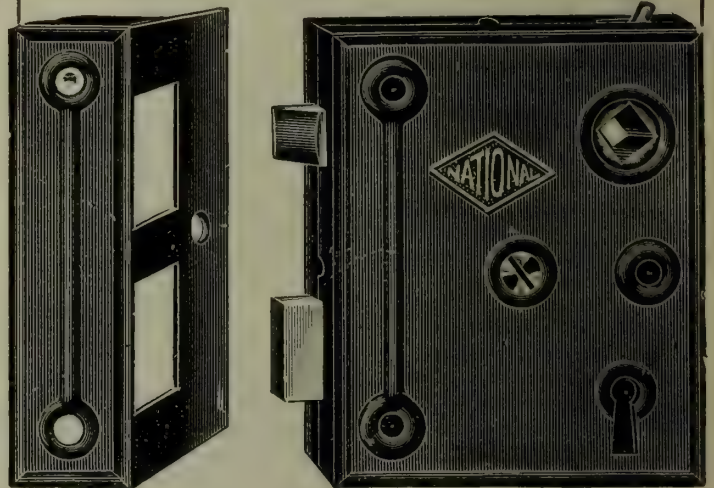
Made by
THE J. W. HARRIS MFG. CO., LIMITED
CONTRACTORS
Montreal

THE BEST BUILDERS USE ONLY

Steel Rim Locks

and the strongest, safest and most durable Steel Rim Locks are

NATIONAL BRAND



Order from your jobber

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

Established 1798.



**Brass and Steel
PINION WIRE**
ANY LENGTHS.

**John Rigby & Sons,
LIMITED**
Rawfolds Wire Mills,
CLECKHEATON, Eng.

Head Offices and Works—
ADELPHI WIRE MILLS,
SALFORD, MANCHESTER, Eng.

Branch Works—**PARK HOUSE WIRE MILLS,**
LOW MOOR, YORKSHIRE, Eng.

IRON and STEEL WIRE of all kinds
from 1-2" to 40" gauge, in coils or cut lengths.

**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**
and SIEMENS-MARTIN
OPEN HEARTH STEEL

**CARRIAGE
SPRINGS & AXLES**

**ANCHOR
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**THE GUELPH SPRING & AXLE CO.
LIMITED**
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from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts.
We can get your money for you.

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**Jardine Universal Ratchet
Clamp Drill**

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER ONTARIO

**CANADIAN
PACIFIC
WESTERN
EXCURSIONS**
Single Fare
Plus \$2.00 for the
Round Trip

From all stations in Ontario, Port Arthur and West, Manitoba, Saskatchewan and Alberta, to

**VANCOUVER
VICTORIA and
WESTMINSTER**

Also to OKANAGAN VALLEY and
KOOTENAY POINTS

Tickets on sale December 16, 17, 18, 1909; January 21, 22, 23 and 24; February 15, 16, 17, 1910; good to return within three months.


NICKEL
The Canadian Copper Co.

**NICKEL FOR
NICKEL STEEL**
The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

**General Offices
43 EXCHANGE PLACE
NEW YORK CITY**

**THE
WHITE
MOP
WRINGER**




is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED
MADE IN CANADA
Order from your jobber or from us.

**WHITE MOP
WRINGER
CO.**
Fultonville,
New York



**This
Trade Mark
Insures
Genuineness
Originality
Perfection
Satisfaction**



The Kind Your Customer Wants

When a man asks you for wire rope it is reasonable to suppose he wants the most reliable kind made. That's why you should sell him

Greening's Wire Rope

The rope is made under the supervision of men who have spent a lifetime in the manufacture of wire goods, and whose ancestors have engaged in that business for centuries.

We manufacture wire rope for every purpose.

Standard and Lang's Patent Lay

Help your customer to increase the life of his rope by selling him Greening Rope Grease and Rope Fittings.

SOLD BY ALL JOBBERS.

The B. Greening Wire Co., Limited

Hamilton, Ont.

Montreal, Que.

H&R ARMS CO

Permit us to call your attention to our latest production which we illustrate here-with. A high grade, small bore, double barrel, hammer gun. It just fills the bill for small game, precisely what the sportsman has always wanted. It is an ideal gun for field and brush shooting. Also for ladies' use.



All the best features of high-priced guns, including checked, imported walnut stock and fore-end, 28 gauge, 28-inch barrel, standard factory loads, black or smokeless powder, weight about 5 $\frac{3}{4}$ lbs. 44 calibre, 26-inch barrel, 44 W.C.F. shot cartridge or 44 X.L. shot cartridge, weight about 5 $\frac{1}{4}$ lbs. Get this new gun in stock at once so that your line may be complete.

Our new and beautifully illustrated catalogue of 40 pages contains valuable selling points and shows our complete line. We want you to have it. Write for it to-day.

Harrington & Richardson Arms Co., 615 Park Avenue, Worcester, Mass., U.S.A.



Our Acorn Trade Mark



is the buyer's safeguard. There is no guess work about this brand



Corrugated Galvanized Sheets

Their quality is assured because they are galvanized in strict accordance with British Government specifications. You would be foolish to buy an inferior brand, when "Acorn" Sheets cost no more.

Manufactured only by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

THE

"FAULTLESS" LADDER

"Stands Alone"

A Splendid Line
to Handle.

Made from strictly clear, kiln-dried, short leaf, yellow pine. Has broad steps with bolts and

steel plates clamped tightly to the sides, which eliminate all spreading and ensure rigidity. Equipped with the

"FAULTLESS" LOCK

which makes it impossible for the ladder to open or close when in use. Braces are bound to legs with steel angles. Made regularly 4 to 10 ft.—extra heavy 10 to 16 feet.

The "Lock" is not practical on ladders over 10 feet, so we use a rope to prevent spreading. Our illustrated Catalogue "B" is yours for the asking!

The

STRATFORD

Manufacturing Co., Ltd.
STRATFORD, Can.

Here's the Machine

---that competitors are copying

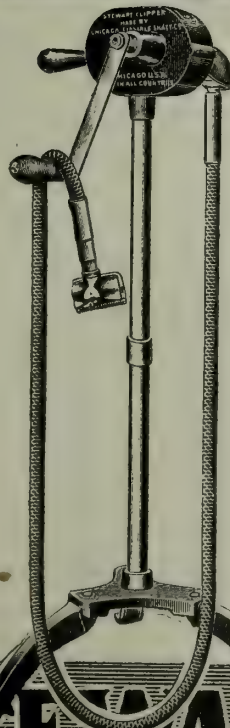
The superiority of our Stewart No. 1 over all clipping machines on earth caused one manufacturer to pilfer the idea. It was a steal—but, without a perfect result. The shape of the "counterfeit" resembles the Stewart; so does some of the mechanism. But the real principle of construction—the process that put the Stewart in the lead—they only guessed at. Don't sell "guess-work" machines. Sell the original machine—the machine that's backed with a **quarter-century guarantee**.

Why the Stewart?

We don't ask "shrewd buyers" to buy our machine because it was made in a certain country. We have more respect for their common sense. We just want horse-owners and dealers to know why the Stewart machine is the **best** machine.

CHICAGO FLEXIBLE SHAFT CO.

Write at once for our big
free catalogue



---the Stewart No. 1 Horse Clipping Machine

The Stewart No. 1 has gears made from cut steel, hardened file hard, working parts enclosed in an oil bath and is equipped with plenty of best quality flexible shaft and the world famed Stewart one-nut tension knife.

We help the dealer

We are willing to give individual advertising to dealers who believe in square dealing and who want to sell more horse clipping machines. Write **at once** for particulars of our co-operation policy with hardware men.

It's to your interest as well as ours to sell the **Stewart**, because it's to the best interest of the **user** to own and operate one.

**250 La Salle Avenue
CHICAGO, ILL.**

STEWART

Hardware Store Business Methods.

Price \$1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.

The Hardware Buyer.

Good Methods in Stock Taking.

Prices and Catalogues.

Collecting Accounts.

The Merchant and His Employees.

Changing Business Conditions and How to Meet Them.

Profit Figuring System.

Starting in Business.

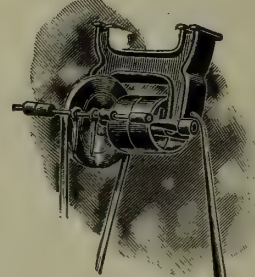
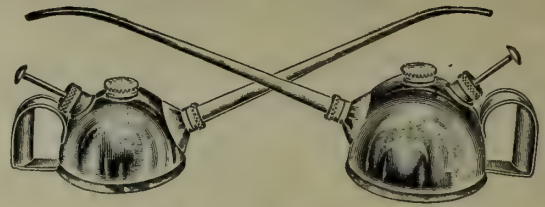
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A slight pressure
of the plunger
pumps the oil to
the bearings.



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Horse Shoers' Foot Vise and Bolt Header



A Practical Tool and a Time-saver for the Busy
Blacksmith

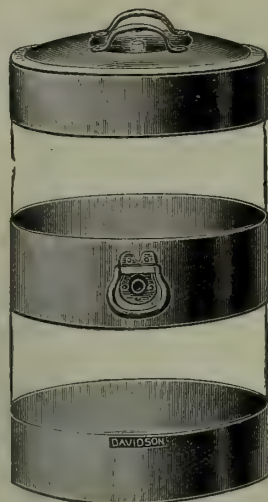
Manufactured by

THE LONDON FOUNDRY CO.,

LONDON, CANADA

Limited

Davidson's Broad Hoop Roll Rim Bottom MILK CAN TRIMMINGS



IN COMPLETE SETS

"Broad Hoop" Pattern — Composed of the following: 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 inches wide, 20 gauge, 1 Broad Top Hoop, 1 pair of Cover Handles, 1 pair Side Handles.

Durability—Tested by years of constant use—If quality counts they are the best that can be produced by a combination of experience, skilled labor and best material.

Our bottoms have **HEAVY ROLLED EDGES** which makes the milk can slide easily, and saves all wear and tear to Factory Floors and Wagons.

BOTTOMS ARE **CONCAVE** and drain to the centre, and are therefore easy to wash out.

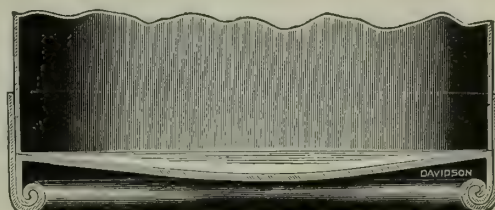
THEY DO NOT **CORRODE** like those which drain to the side.

OUR MILK CAN TRIMMINGS ARE **UNEXCELLED** for ease of making up, and our Patent Roll Rim Bottom makes a strong, neat and fitting completion to any milk can.

We also carry in stock **Tinned Iron**, cut to size for milk can bodies, which we can supply promptly.

Diagram, showing how strongly our Roll Rim Bottoms are constructed

See how the outer and Inner Rims are rolled in and then Riveted to bottom Hoop.



The Thos. Davidson Mfg. Co., Limited, Montreal and Winnipeg

Refrigerators and Screen Goods

OUR PERFECTION SCREEN WINDOW

The frames are neatly machined, mortised, tenoned, glued and nailed. The corners are run over a sander.

The edges of the wire cloth are locked in steel angle pieces and are held rigid.

The adjustment is by means of double dovetail tongues and they cannot bind.



MADE IN
THIRTEEN SIZES

They don't shrink.
They don't twist.
They don't crack.
They don't sag.
They don't become baggy.
They don't get out of order.
They have perfect adjustment.
They keep out flies.

THE BEST GRADE ONLY OF BEECH ENTERS
INTO THE MANUFACTURE OF OUR SCREENS

Sanderson - Harold Co., Limited

PARIS, - ONTARIO

WE HAVE A FORTY-EIGHT PAGE CATALOGUE

Dominion Wire Manufacturing Co., Limited



Montreal



Toronto

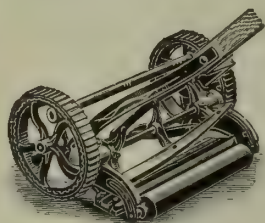


When making up your specification for wood screws send along your order to us. Our stock of screws AT PRESENT is complete, and by having your specification in time we can do full justice to any orders sent to us.

Specify Dominion Screws. There is Nothing Better.

A-1 Material and Workmanship

are absolutely necessary for a good lawn mower. Cheaply made machines never give satisfaction and never pay either the man who buys them, or the dealer who sells them.



Maxwell Lawn Mowers

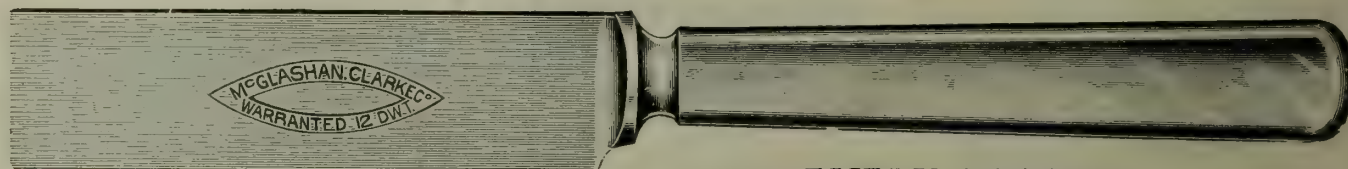
are strictly high-grade in every particular. They cut smooth, clean and easily, and they "stand up" to the work. They please purchasers and pay dealers.

Made in 8 to 22 inch widths - wheels from 8 to 11 1/2 inches high—3 to 6 knives. Grass Cutter attachment if desired.

DAVID MAXWELL & SONS,

- - -

St. Marys, Ontario



FOR EVERY SEASON

Your stock of cutlery is a most important item! Ours is the dandiest selling line you have ever handled. Made of finest English Cutlery Steel, 12 dwt. plated and hand-burnished, it proves a ready seller and leaves you a fine margin of profit.

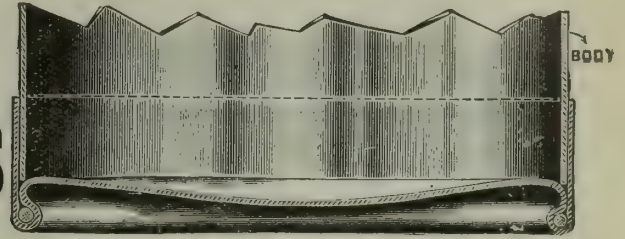
McGLASHAN, CLARKE COMPANY, Limited, - NIAGARA FALLS, ONT.

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que.

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NOW IS THE SEASON FOR Milk Can Trimmings



SECTIONAL VIEW OF MILK CAN BOTTOM



THE BEST AND ONLY SAMSON BOTTOM

¶ Buy your trimmings now and be prepared for the rush.

¶ We have everything in the trimming line, side handles, cover handles, centre hoops, top or bottom hoops, covers, and the one-piece "Samson" bottom.

ORDER NOW

McCLARY'S

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Montreal

Toronto
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From \$16.80 List to \$40.80 List—11 Sizes.

The GENDRON MFG. CO.

Toronto, Can.

You can sell

Our splendidly built

EXPRESS WAGONS

to all classes. They are the best toys for the boys and are the ideal vehicles for light delivery in any business. Painted red and varnished and fitted with stamped steel gear. Very strongly built. One of the many excellent



Specialties

Send for full details and catalogues



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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Counter Check Books

"GET THE BEST"

Phone or Write

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TORONTO and MONTREAL

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PRIEST'S CLIPPERS
THAT'S SUFFICIENT.



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Corundum and Emery Wheels,
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Oil Stones.

FILTERS.

Anti-Splash Tap Filters

The "Galvo" Filter and Water Steriliser

There's good money in them for hardware dealers.
We supply display cards that sell them.

Write for Prices and Sample.

The Anti-Splash Filter Co.
OWEN SOUND - - - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind.
Has many working advantages over the ordinary spring,
and has twice the wear. In use throughout Great Britain
and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - Birmingham

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FURS

Do you trap or buy
Furs? I am Canada's
largest dealer, I pay
highest prices. Your
shipments solicited.
I pay mail and ex-
press charges; remit
promptly. Also largest dealer in Beehives,
Sheepskins, etc. Quotations and shipping tags
sent free.

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GALVANIZING.

Work and Prices Right

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CO., Limited
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Wholesale Commission Merchants and Manufac-
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fer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY
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Representing Canadian, British and American
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Open to represent a first-class Hardware
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Estab. 1880



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MONTREAL SMELTING AND REFINING WORKS

Geo. Langwell & Son, Montreal, Que., Can.

Smelters and Refiners of all Metal Products

Makers of:—Anti-friction Babbit, Linotype, Stereo-
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 Get Quotations 

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JAMES PENDER & CO., Ltd.

ST. JOHN, N.B.

Manufacturers of

Coated Wire Box Nails, "ACME" Galvan-
ized Wire Nails, also "STANDARD" Toe } Best in
Calks—Blunt and Sharp } Canada

Horse Nails, Etc.

PORTABLE OVENS.



BAKERS' OVENS

Cut shows the "Hubbard" Patent.

There's good money supplying
the local baking trade with our
line of Baker's supplies.

Write us for prices.

The Warren Mfg. Co., Limited
Toronto, Ont.

Phone, Parkdale 3188.

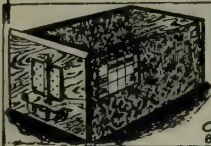
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!

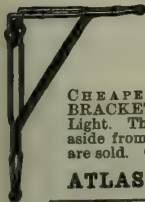


The most attractive, most durable and most serviceable shelf box on the market is the

**BENNETT STEEL
HARDWARE SHELF BOX**

Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
85 Richmond St. W. Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be **NOTHING BETTER, NOTHING CHEAPER** than the **BRADLEY STEEL BRACKET**. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

SIFTERS.

GOOD PROFITS FOR THE HARDWARE MERCHANT

who sells our wooden or metallic ash sifters. They retail at 15 and 20c each.

Write for prices. We also manufacture tacks, nail and hardware specialties.

The McBrien Mfg. Co., Limited

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SKATING RINK SCRAPERS.



HARDWARE MEN sell the Rink in your town an

ICE SCRAPER

saves time and half the labor.

JAMES & REID, Sole Mfrs.
Perth - - - - - Ont.

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GOVERT MFG. CO., TROY, N.Y.



No. 70 Polo
The Steel Spring Snap that has a "snap."



No. 400 King
The Snap without a peer.

SPRAYERS



HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruits, vegetables, disinfectants.

SEND FOR CATALOGUE AND PRICE LIST
COLLINS MFG. CO. - - - - - **TORONTO**

SOLDER

TINKERS' SOLDER

5 Bars to the lb. Our Phone No. is Main 1729

We will be pleased to quote you.

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

STEEL TROUGHS.



MAPLE EVAPORATORS

at a price within the reach of anyone. They make first-class syrup with a small amount of fuel. A great seller. Write us. Agents Wanted

The Steel Trough & Machine Co., Ltd., Tweed, Ont., Can.

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AN ARMSTRONG BORING TOOL is always ready for use. Should be on every lathe. Saves all forging 70 % Grinding; 90 % tool steel. Write for Catalog.

**ARMSTRONG
BROS. TOOL CO.**
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VENTILATORS.



Ventilators and Chimney Cowl

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

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Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO

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OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

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CANADA WIRE GOODS MFG. CO.

MANUFACTURERS OF EVERY KIND OF

**Iron, Steel, Brass and
Copper Wire Cloth**

**Crimped and Pressed Wire Work
of all Kinds**

HAMILTON - - - - - ONTARIO

GALVANIZED FENCE HOOK

For Fastening Wooden Picket of Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - - - - - London, Ont.

IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-making

propositions there. You may find just what you are looking for.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St.,

TORONTO

\$25.00 WILL BUY A 4-FT. HARRIS WOOD
FURNACE with galvanized casing, in
good condition. \$50.00 will buy a good 6-ft. Cast
Iron Cornice Brake, Moore make, in good condition.
The P. Hymmen Co., Limited, Berlin, Ontario.

It Cost 72 Cents

for one insertion, but it was worth it. Here is copy of letter written just four days after the issue was mailed in which the advertisement appeared. This would be before even our subscribers in Vancouver would have received copy of the paper.

BERLIN, ONT., Jan. 12, 1910.

HARDWARE AND METAL,
Toronto.

Dear Sirs,—Drop out the part referring to wood furnace, as your advertisement has already sold this for us, but continue the item referring to Cornice Brake.

Yours truly,

THE P. HYMMEN CO., LIMITED.

The proof of the pudding is in the eating.

Try a Condensed Ad. and be convinced.

You may not be so fortunate as to find in one week the man who is interested in your proposition—but, then again, you may—at any rate give the proposition a good trial. Run the advertisement for a month and it is more than likely you will find some man just as anxious to buy as you are to sell.

The cost will be small.

2c. per word for first insertion.

1c. per word for subsequent insertions.

5c. additional each insertion when box number is required.

Write or phone our nearest office.

HARDWARE AND METAL

Montreal
Eastern Townships Bank Bldg.

Toronto
10 Front Street East

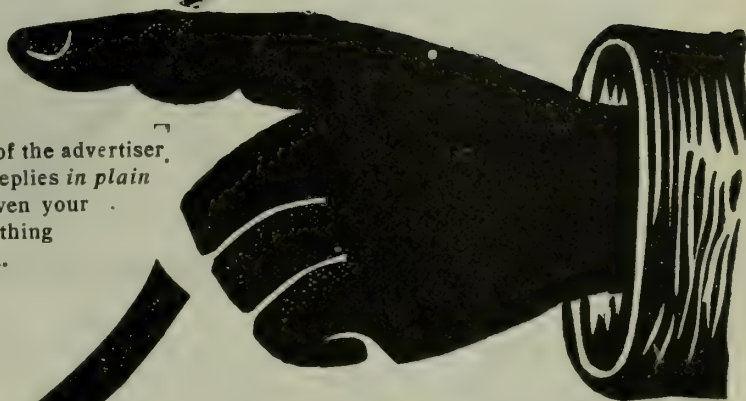
Winnipeg
511 Union Bank Building

We wish to
assure Hardware Dealers,
Clerks, Travellers or Manufacturers
who use our "want ad." columns that
by using a box number all information given
us is

Strictly Confidential

We will not divulge under any consideration the name of the advertiser.
Moreover, when requested to do so, we will forward replies *in plain envelope*, making it absolutely impossible for even your
next door neighbor or fellow clerk to know anything
about the advertisement you have inserted.

Rate for Condensed Ads.
2 cents per word first insertion.
1 cent per word subsequent insertion.
5 cents additional each insertion when Box
Number is required. This covers cost
of mailing replies
to you.



When in need of an Injector or Inspirator

bear in mind the high qualities of

The Genuine

HANGCOCK INSPIRATOR

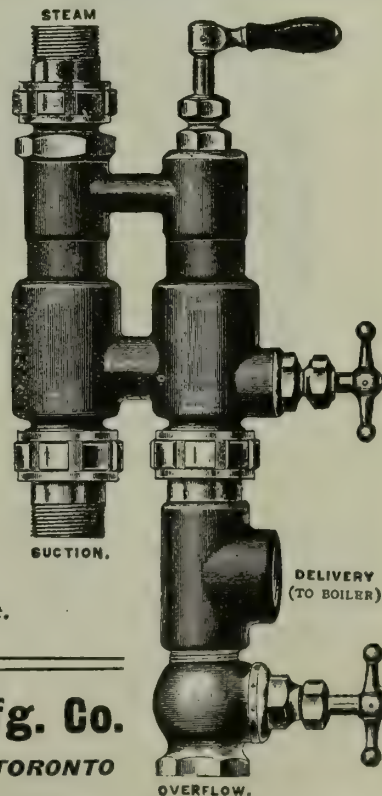
AND THE

J.M.T. INJECTOR

These machines contain all
the best features in Boiler
Feeder construction, and are
fully guaranteed by one of
the largest manufacturers in
the Dominion.

Thousands in daily use.

Procurable from your dealer or direct.



The Jas. Morrison Brass Mfg. Co.

Limited

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TORONTO

THE TRAP SHOOTER



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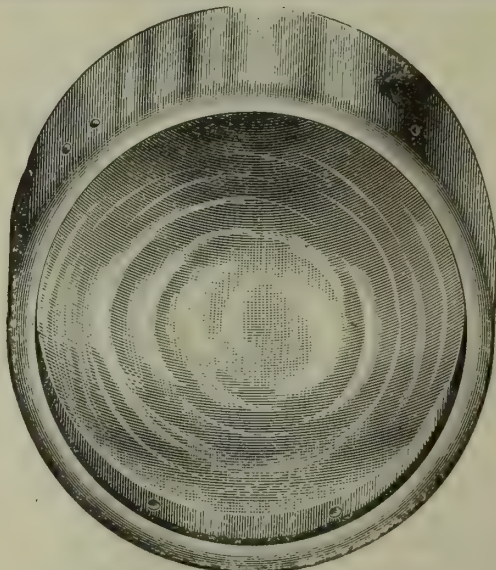
GETS HIS TRADE

Dominion
IMPROVED & PROVED
Ammunition

KEEPS HIS TRADE

THE TRAP SHOOTER is the most exacting of all users of ammunition. His loads must be quick, sure fire, and the pattern perfect. Dominion Shot Gun Shells fill these requirements.

A new box free for every misfire of present product. Manufactured and guaranteed by Dominion Cartridge Company, Limited, Montreal.



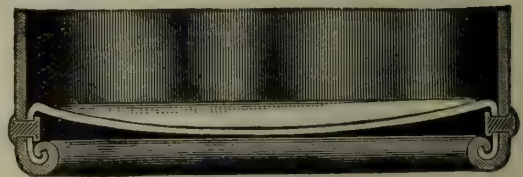
COMPLETE SETS

Comprising one broad hoop roll-rim bottom, concave pattern; body hoop 6 inches wide, 20 gauge; top hoop 4 inches wide, 14 gauge; one cover; one pair malleable side handles; one pair steel top handles. If wanted with malleable top handles, 7 cts. per set extra list.

COMPLETE SETS

Gallons	10	15	20	25	30	40
Case Lots, sets.	6	6	6	6	6	6

KEMP'S MILK CAN TRIMMINGS



The Roll-rim has no sharp turns, therefore the grain of the metal is not broken, and having a broad wearing surface on the bottom it cannot damage floors. Ample space is left between the bottom and the hoop for the insertion of the Body of the Can. It is the neatest and strongest in appearance, and is supplied with Concave bottoms. By examining the cut, anyone can readily see that this style of construction makes it the strongest Bottom ever produced. They do not cost any more than inferior Bottoms. If you want to keep ahead of your competitors, use Kemp's Roll-rim Milk Can Bottoms.

**WRITE FOR PRICES
AND DISCOUNT SHEETS.**

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG, Man.

THE KEMP MFG. CO. of Montreal
39 St. Antoine Street, MONTREAL, Que.

Creating Additional Business in the Winter Season

Suggestions for the Merchant Who Wants to do a Larger Business in 1910 Than in Previous Years—Study the Environment and Apply Oneself to Winning Confidence of Possible Customers—A Practical Demonstration of What can be Done by a Demonstration of Kitchen Specialties.

The merchant who plans to make his 1910 business exceed the volume of previous years must begin in January and keep everlastingly at it until the rush of holiday trade is over next December. But first of all he wants a definite plan and a determination to carry it out. No one plan can be laid down to suit every community but ideas might be outlined upon which a plan can be built up by any merchant with a workable thinking apparatus.

In the first place twelve sheets of paper ought to be secured and a couple of hours thought given to the special campaigns which might be instituted to developing trade in (a) the staple lines, and (b) specialties each month. Start off with jotting down the important lines which sold best in the different months last year and then run through the year's business trying to recollect the ideas which were suggested in thought but not put down on paper. For instance, were there not calls for some line not in stock during the recent Christmas trade. Again, was there not some plan suggested in your mind last fall of securing the names of stove prospects, but which you thought was too late to put into practice that year. Or did not some traveler tell you of a good selling plan used by one of his customers and which you might adopt to advantage next year. Get your thinking cap on and it won't be long before the twelve pieces of paper each contain some practical ideas which can be used as the basis for a "Creating Business" campaign.

Set aside ten of the papers and devote yourself to the one relating to the present and coming month's business and proceed to elaborate upon the ideas already roughly sketched. Map out in your mind the regular run of business and then try to figure out where an extra effort may result in an increased trade.

Study Your Environment.

Perhaps you already have a fair trade in sporting goods, but have you ever thought it necessary to cultivate this trade by mixing with the men and boys who are your possible customers. Sportsmen, as a rule, are democratic and easily approached by those with an open ear and attentive mind. It's easy to make friends and friendship means business as the buyer of a fishing rod, a rifle, or a baseball bat is more likely to buy from a man who takes an interest in sporting events than one who merely handles these lines for the profit that is in it. This is proven by the number of old athletes, bicycle riders, hockeyists, ball players, etc., who conduct sporting goods

stores in Toronto, Montreal, Ottawa, Winnipeg, and other cities, and also by the number of clerks who owe their positions to their athletic connections.

Just as a reader of books likes to buy from a bookseller who knows something about the goods he sells, so does the sportsman like to do business with the merchant whom he meets at the meetings of his club. There it will pay the seller of goods to attend shooting tournaments, hockey and ball games, etc., belong to bowling or curling clubs, and make his presence known at the organization meetings of all kinds of sporting clubs. It will even pay to donate a cup or prize, occasionally, though outlays in this direction should be carefully watched and cautiously given. There is a good margin on sporting goods, but it should not be given away in the effort to secure the trade.

At this season the hockey, curling and snowshoe clubs are well organized, but it will be good policy for the hardwareman to mix with them and prepare to be in on some of the orders for football, baseball and lacross club supplies in the spring.

Canvas Farmers and Town People.

But if business is to be created the merchant must look beyond the four walls of his store. Farmers must be canvassed in their homes for present and future business, more particularly for future delivery of binder twine or other special lines for which the merchant should secure orders in order to buy in quantity. This is the season, too, when the farmer has time to talk about his future plans. With his savings account in good shape and his barns full of grain and stock, he feels like buying additional machinery, building a new house or barn, putting new roofing on old buildings, installing a furnace in his house or putting in a plumbing system. A few afternoons or evenings spent in calling on farmers will give material for a lot of entries in the merchant's "prospect" book, as well as amply paying for the time in present business.

About as good an example of creating business as Hardware and Metal has heard of recently, however, was the experience of Sharon E. Jones, of the Jones Hardware Company, Richmond, Indiana (the man who has been secured by the Ontario Retail Hardware and Stove Dealers' Association to conduct the "Question Box" discussion at the London convention next month). Mr. Jones was called upon last fall by a young lady whose father had died and left a wife with several small children to support. The girl was 19 years old, with a common school education and

rather prepossessing in appearance. Mr. Jones did not need an employee but sympathized with her and asked her if she thought she could sell goods. She replied that she had not thought of doing that but wanted to earn some money to finish her education and become a singer. The hardwareman then reminded her that her father had died of lung trouble and what she needed was an out door occupation. The girl said she was willing to try any such work and asked Mr. Jones if he could suggest anything. He considered the matter for a few minutes and then said he would engage her to introduce kitchen specialties to the housekeepers of the town. If she didn't sell the goods she would at least advertise them. But let Mr. Jones tell his experience in his own words:

"I just happened to think of these Dover Shirt Waist Sets of Irons. I sent to the Dover people and got 250 sets and started this young woman out in the morning after they arrived. She took one set in a little black silk bag and to-day she is averaging twelve sets a day of those irons—going to work at 9 o'clock, quitting at noon for lunch and generally stopping for the day at 4 or 5 o'clock in the afternoon. Her health is better than it was and our business has increased. One week she sold 65 sets in five days and rested on Saturday. We give her \$9 a week and 15 cents per set on every one over 40 she sells each week. Already the girl has sold the 250 shirt waist sets, 200 sets of No. 20, over 100 No. 50 flounce irons and about 25 No. 70 sets."

Demonstrate Your Goods.

Richmond is a small town like scores of communities in Canada and the three hardware stores in the town all had asbestos sad irons in stock and had advertised them repeatedly. None of the dealers thought there was such a dormant demand for those goods in that little town, but when Mr. Jones discovered it he secured the sole agency for the No. 20 set and made it pay a good profit. And the Jones Company is reaping a good harvest in sales of irons and similar household specialties.

Many good selling lines like this are hidden away on the shelves of every hardware store. They are neatly packed and the merchant knows their value. In fact he tells it to others occasionally in his store advertising. But he fails to drive the point home by giving a practical demonstration of the utility of the specialty. Select a line to push and demonstrate it either in your store or in your customers' kitchen—the latter is the better place."

The Problem of Retail Stove Salesmanship

T. W. Northfield, Buyer for Linton & Hall, Calgary, Alberta, Writing in the "Smoke Pipe," Outlines the Advantage of a Stove Department in a Hardware Store and Argues in Favor of Handling Only one Make—Stoves Must be Displayed Properly and Clerks Must be Instructed Regarding the Talking Points..

A stove department, if conducted upon the proper lines, probably is the best feature of a hardware business. It is this section of the trade that is in-

many chances you have lost of making regular customers by not taking advantage of the opportunities afforded by that first visit.

is one that he is prepared to stake his reputation upon.

The house that I am with has adopted the Gurney-Oxford make of stoves, and handles no other; not, however, because they have not the privilege of doing so, but because in their good judgment and from years of practical experience, they have concluded that this make of stove is, in their estimation, the best value on the market, and the most likely to procure for them good, sound, satisfactory business. Consequently, they are prepared to back up with their reputation the line of stoves they carry, and this is more than the man who carries a number of makes is able to do, for he cannot convince himself or his customer that all the lines that he carries are the best. Personally, I find that this is one of the best business producing arguments ever put up. For instance, a customer walks into your store and asks to see a stove. Upon showing them, he remarks, casually, "Is this the only make that you keep?" You do not gather from this that he or she does not care for the make of stove you are showing; of course you would not be so dull.

You know as I know that that question is merely asked in a majority of cases, at least, for the sake of asking, but it affords the opportunity you have been looking for, of laying before your customer the reasons why you stock that make of stove, at the same time demonstrating your remarks by constant reference to the stove before you.



Linton & Hall's Hardware Store at Calgary.

strumental in getting more permanent customers than any other. The reasons are obvious. In the first place, every household has to have a cook stove or range of some description, of some price and of some make. Secondly, and this applies especially to this western country, a cooking stove is among the very first things needed by new arrivals, whatever portion of the country or part of the world they are from. Thirdly, there is no article that is handled by the hardware man that affords better opportunities for himself or his clerk to become acquainted with his customer than the cook stove, heater or range. In ninety-nine cases out of a hundred, a person inquiring for a stove has entered your store prepared to spend a little time there and will enter upon a conversation right away with the clerk who waits upon him, usually giving unsolicited information that the clerk (if he be built of the right stuff) can turn to good account before his client leaves the store. and it is, in the majority of cases, that impression given upon the first visit that determines whether you or the other fellow is going to get that person's business; for, where they purchase their stove or range, if satisfaction is given, that, undoubtedly, is where they will do the most, if not all, of their trading for whatever goods they need in the hardware line.

Why, I can trace back dozens of regular customers whose first purchase in our store was a stove, and you, too, can do the same if you will but let your mind wander back for a year or so, and if not, then you can look back upon the

Handle One Line Only.

Now that we have touched upon the importance of this department, the question arises as to what is the best and most successful lines upon which to run this branch of the business. In the first place, I am convinced that it pays best and brings most business to handle one make of stove only. While I know that some will disagree with me upon this point, this is the conclusion that I have arrived at after years of experience with both houses that have handled three and



Interior View of Linton & Hall's Hardware Store.

four makes of stoves, and houses that have handled but the one make. Of course, it is up to the merchant to see that the line of stoves that he carries

Then there is a further argument in favor of the one make method (and I have found, with others, that when all other points have failed to impress, this

one strikes home), and that is, that you carry a full line of repairs for your stove, or can at least procure them at short notice, whereas the man with the multiplicity of makes, finds it almost impossible to carry with any degree of satisfaction, a line of repairs for three or four makes of stoves.

Many Sales Spoiled by Clerks.

And now leaving the subject of carrying one or more lines, let us proceed a little further. It is a wonder to me that some men are able to sell stoves at all. If it were not for the fact that once in a while a customer strays into their store who is determined to buy the first stove they see, their sales in this department would be almost nil.

I have seen clerks talk to a possible stove customer for 10 minutes without even attempting to remove the lid or open the oven door of the stove, about which the customer is inquiring, and then only do so when he or she has removed the lid in order to see the size of the fire grate. On the other hand, I remember seeing a young clerk showing a lady a range, and demonstrating to her what he had the day before seen the traveler for that certain make of stove do, namely stand upon the oven door in order to test its durability; but his experience in this direction was very limited, and not satisfied with putting his weight upon the door, he jumped about 3 ft. into the air and descended upon the oven door at the outer edge.

Needless to say, the customer, a lady, went out without buying and the clerk had an oven door to pay for. You have got to use common sense and judgment in selling a stove. Put yourself in the customer's place and talk and act as you would wish a clerk to do, and you will find things go much more smoothly.

Stoves Used as Shelves.

Next, show your stoves to advantage—don't use them for storing goods and as auxiliary counters. Nothing is more annoying to a customer than to have to wait until a dozen or more articles are moved from a stove before it can be shown, only to be put upon another, which your customer may wish to view next, but for fear of putting you to too much trouble, does not say so, but walks out with that oft heard remark which has given many a clerk the heart-ache, "I will call again."

Give your stoves the best place in the store, where they can be seen from outside if possible. Spruce them up and keep them looking slick, for, next to a nicely trimmed hat, there is nothing that will induce the ladies to come into your store quicker than a well polished stove.

Clerks Should Know Talking Points.

And then, do you ever instruct your clerks upon the talking points of the stoves you handle, or do you just let them drift into a knowledge of them by chance? This is a great mistake many men make. Every clerk, upon entering a new store, should be instructed to make himself conversant with the line

of stove he is about to enter upon selling.

It is really painful sometimes to see a clerk who is new to a line trying to talk stoves to a customer, and why? If he comes to you as an experienced hardwareman it should not take him many hours, with a little assistance from yourself, to "catch on," and this is one reason why the continual changing of clerks, as is the case in some houses, is detrimental to the stove department of the business, and consequently the business in general.

Care, too, should always be taken to instruct the juniors to hand over to the more experienced men customers that they find difficult to deal with, and never to allow them to go without calling the attention of the principal or one of the seniors wherever possible.

Progressive Hardware Firm.

And now I would like to say a word in regard to the firm I represent. Five years ago, on a side street of Calgary, there sprung into existence the firm of Linton & Hall. To-day they are located on the main thoroughfare, and are well known in all parts of Alberta. Commencing with a staff, consisting of themselves and one man, they have forged ahead with that dogged persistency that permeates the men of the West until they have built up a retail business that requires a staff of twenty men to handle, and rates among the first in the province.

A. T. Linton, with his twenty-five years' experience in hardware and E. C. Hall, with his thorough knowledge of the tin-smith and stove trade, has made a splendid combination that could not fail to succeed.

And yet, with business pressing hard upon these men they find or make time for other things. Mr. Hall, besides being an expert gun shot, is also the owner of one of the fastest pacing horses in the west, "Hardware Boy," and is able to exhibit many trophies, both for his ability as a shooter and a driver of fast horses. Mr. Linton is also a busy man outside of his own business, among other things, being President of the Retailers' Section of the Board of Trade, chairman of the Retailers' Association, and in addition, is also an expert tennis player. This goes to show that the man of the west does not shut himself up with his business to the exclusion of all other things, but rather broadens out and becomes a citizen in the truest sense of the word.

NEW TOOL STEEL COMPANY.

The International Tool Steel Co., capitalized at \$750,000, is a new steel making concern recently incorporated under the Ontario Companies Act. The head office is in Toronto, and the plant is expected to be located at Welland, construction on which will be started this year. The company will manufacture a high-grade steel for use in making cutlery, edge tools, lathes, surgical instruments and similar articles by a new process which changes the ore or metallic sand used into steel bloom and from that into the finished steel—two operations only being necessary as against half a dozen under the various old methods. Charcoal is to be the fuel used.

A large and valuable deposit of high

grade magnetic ore is said to have been secured by the company in Quebec province, near the St. Lawrence, which will permit of its being shipped cheaply by water to the plant. The directors of the company: are John J. Main, vice-president and general manager of the Polson Iron Works; J. E. Murphy, A. F. MacLaren, ex-M.P.; W. J. Chapman, Toronto; and Manson Campbell, Chatham, Ont.

MORE HARDWAREMEN ELECTED.

In addition to the list given in Hardware and Metal of January 8, the following hardwaremen have been elected to public offices in their various localities. Hardware and Metal would like to hear of any others in office regarding whom announcement has not yet been made in these columns.

F. A. Campbell, hardware merchant, Mitchell, was honored this year by being elected mayor of that town by acclamation, an unusual distinction to a man who had never held municipal office before.

Mr. McNeil, of the Marshall & McNeil Hardware Co., Warner, Sask., was elected an alderman in that town for the year 1910.

S. E. Waffle, traveler for Alex McArthur & Co., Montreal, who resides at Smith's Falls, has been elected a councillor of that town.

H. Shelley, hardware merchant, Uxbridge, is a councillor in that town for 1910.

J. J. Turner, jr., of J. J. Turner & Son, tent manufacturers, Peterboro, has been re-elected as alderman.

Thomas Marshall, of Congdon & Marshall, Dunnville, has been elected a member of the Board of Education.

George Henderson, hardware merchant, Collingwood, is an alderman in that town for the coming year.

Alex Camelford, of the Dominion Hammock Co., Dunnville, has been elected a councillor in that town.

N. R. Hermiston, of Hermiston & Courie, tinsmiths, Cornwall, has been chosen a councillor for 1910.

T. M. Piper, hardware merchant, Fort William, has again been elected an alderman.

Thomas Walden Thomson, of T. S. Thomson & Son, Owen Sound, has been elected reeve, and D. J. Kennedy, of Wm. Kennedy & Sons, iron founders, an alderman in that place.

H. H. Wright, of Wright & Allen, hardware merchants, Aylmer, Ont., has been elected a councillor.

C. B. Miner, Cobden, was elected as a councillor of that village for 1910.

R. E. Bingham, who five or six years ago was a hardwareman at Stayner, and whose business was bought by Doner Bros., was a visitor to Toronto this week. He is now a rancher in the vicinity of Moose Jaw, and doing exceedingly well.

Clippings for the Hardware Merchant's Scrap Book

Good Ideas Taken from Trade Newspapers in all Parts of the World—Suggestions from Some Other Branches of Trade Which can be Adopted by Retail Hardwaremen—It Will Pay any Merchant to Keep a Properly Indexed Scrap Book.

SELLING "DEAD STOCK" WITHOUT LOSS.

Every buyer, no matter how capable or careful he may be in making his purchases, is at times bound to purchase some merchandise, which in his judgment will be good sellers, but which prove just the contrary, and therefore become dead stock.

Select the most conspicuous place in the department to display such goods, and then have them arranged in the most attractive manner; then re-mark the entire stock, not reducing the price in any way, but removing all traces of it having been long in stock, giving the impression to customers that it has just arrived. After all this has been done, call the salespeople together and impress upon them the importance of selling these goods at the marked price, and offer them a premium of 5 per cent. for all they sell.

The experience of a Brooklyn merchant who follows this plan, has been that in a few days the entire lot will be disposed of.—House Furnishing Review.

REARRANGE STOCKS AFTER INVENTORY.

There are very few stores throughout the country that do not, during the pre-Christmas season resort to the statements in their advertising that all the holiday and fancy goods must be disposed of, cleaned out, slaughtered or what not, by December 25. As a matter of fact, few dispose of all their stock, but it is undoubtedly good policy to give the impression that such has been the case.

The most appropriate time for doing this is while inventories are being taken, or immediately thereafter. Most of the store's customers make such frequent visits to the establishment during the holidays that they become more than ordinarily familiar with the layout of stocks and the stocks themselves. Consequently, if they visit the establishment after the holidays and find the merchandise in about the same apparent condition as before, they will naturally infer that the store was not successful in getting rid of old lines.

Another thing which all merchants should do on the completion of stock-taking is to invite both criticism and suggestions from the salespeople relative to their own departments. It will frequently be found that the salespeople have excellent ideas which they would not volunteer to suggest unless invited to do so. Furthermore, their criticisms

will, in many cases, be found based upon good common sense.

No matter how fine may be a display of merchandise, there is always room for improvement, and the period immediately following stock taking appears to be, with the exception of the dulllest month in the year, the best time to make alterations.

Altered appearances will most certainly go far toward creating an impression of newness, and the store that gains a reputation along such lines will undoubtedly find it a valuable asset.—Southwestern Merchant.

KEEP MAILING LIST UP TO DATE.

One of the store's best assets is a good mailing list. There are several ways of compiling mailing lists, among them being directories, tax lists, etc. The majority of mailing lists prepared in the ordinary way, from ordinary sources, contain a certain amount of dead wood, and a part of the advertising expense is necessarily wasted.

If the dealer can secure the names and addresses of all the people who have ever bought anything from him he has the best sort of a mailing list. This can be done very easily with a card index and a size coupon. To ask a customer his name and address without offering any excuse for the question will embarrass a certain number of people, but to offer a good excuse, the dealer can make himself better acquainted with the customer and at the same time do him a service.

A card, prepared for the customer's use, on which is recorded the size and width of the pair of shoes just purchased, with the information that this record is for their benefit will in nearly every instance bring forth the customer's name and address.

A card index can be arranged alphabetically, containing all customers' names ever having purchased shoes from the store, the stock number of the shoe sold, the size and width, the name and address of the person who purchased them. This will greatly help settling any disputes as to the time the shoes have been worn and will, in time, build up a mailing list among out-of-town customers.

The value of the alphabetically arranged index of all customers lies in the advertising possibilities. Personal letters can be sent to any or all of these persons on the list. They are acquainted with the store and with the goods sold, and the advertising sent them will pro-

duce better results than from a list of people who are but partially familiar with the store and its methods.—Shoe and Leather Gazette.

COLLECTIVE BUYING.

The subject of collective buying seems to have a singular attraction for associated ironmongers. "Now that we are no longer foes, but bosom friends, why cannot we pool our requirements and so compel the manufacturers and importers to give us those extra discounts which the factors and the stores always get?" That is the question which is being asked wherever Associationists are gathered together. Collective buying, indeed, seems such an obvious thing to do that everybody wonders why the plan has not been adopted more widely.

As an abstract proposition, co-operative buying seems feasible; but the moment a body of traders attempt to give it a practical trial they find themselves involved in difficulties. To begin with, who is to undertake the work of getting the orders together, negotiating the purchases, and dividing the goods? If the duty of undertaking collective buying is to be attached to the secretarial work of an association the members must make up their minds to employ a paid official for the purpose; in which event the salary demanded will probably absorb the extra discounts gained. — The Ironmonger.

INFORMATION IN ADVERTISEMENTS.

In conversation with a well-informed man, the question was asked him: "How did you pass yourself so well, on not only the topics of the day, but also on things that are out of your line of business?" He replied, "I read, my friend. I not only read the news, but I gain more knowledge of things in general from reading advertisements than from any other source. Hardly a day goes by but I see something described in an advertisement that interests me. Nowadays the advertisements are about the best written and best illustrated articles in print. Besides, nothing is 'out of my line of business,' so far as informing myself is concerned."

That's it, exactly; any man can learn many things to his own interest from reading the well written, clean-cut advertisements appearing in the best papers of to-day. Advertisements worth anything tell something, and it's every man's duty to himself to learn all he can. No knowledge is "out of his line of business."—Iron Age-Hardware.

Progress of the Retail Hardware Assn. Movement

An Independent View of the Associations in the United States—A Great Power for Good if Properly Directed—Much Good Already Accomplished in Giving the Trade Higher Ideals to Strive for—Notes About the Convention at London, February 8 to 11 Next.

ABOUT U. S. ASSOCIATIONS.

The Iron Age, in reviewing the progress of the Retail Hardware Association movement in the United States, a few weeks ago, gave some interesting information, which will make interesting reading to all who have watched the steady growth of the Ontario Retail Hardware and Stove Dealers' Association. Probably no one is more familiar with the work of the associations of hardware manufacturers, jobbers and retailers in the United States than R. R. Williams, the hardware editor of the Iron Age, and he is in a position, therefore, to give friendly counsel and suggestions which will be helpful in making the associations a great power for good to the trade they represent. The article follows:

Much Good Accomplished.

The existence of retail hardware associations in so many of the States is a striking feature of the trade. This branch of business probably has a more developed organization than any other line of trade in the country. Following the example of the manufacturers and jobbers it is recognized as the proper thing for retail merchants to have their State, and in not a few cases, their local associations, in which they are brought together for the advancement of their common interests. The movement, too, is apparently extending, as most of the old associations are holding their own and new ones are gradually forming in States in which they have not heretofore existed. Such organizations in so many States, even though not much more than one-third of the trade are identified with them in actual membership, is an impressive example of the disposition of business men to get together, whether it be for their advantage in a business way or at call of the spirit of fraternity. In such a movement there is evidently an opportunity for much good has been accomplished, especially in giving the trade higher ideals, and educating them in the direction of the best methods, must be acknowledged by all who are familiar with the history of the work of the associations.

Evils to Avoid.

It would, however, be a mistake to suppose that anything like the full usefulness of the associations has as yet been attained. There must be a substantial growth in membership in many sections before this can be the case, for in many of the States the associations do not as yet represent anything

like a majority of the hardware merchants. In some of them the attendance at the annual meetings is disappointing. Uninteresting programmes and lax methods of conducting meetings make the gatherings less profitable than they might be. The exhibit feature, which has much to be said in its favor, is often an actual interference with convention work along practical lines, and for this loss there is not adequate compensation found in the revenues which are thus secured. Errors of judgment and inexperience sometimes result in sessions of little practical benefit, as for example when there is no definite and attractive programme, or when some advocate of a special interest, or some one who has his own axe to grind, wastes the time of the convention in an address long and perhaps eloquent and thus pleasing to listen to, but without definite practical bearing on the problems which press upon hardware merchants in the conduct of their business. The attendance, too, at the conventions is often representative of far too small a part of the membership, a fact which, allowing for necessary absence, must be explained in some measure at least by a feeling perhaps only half recognized, that what is to be learned and enjoyed there does not justify the expenditure of time and money involved in attending. The absentees probably err in reaching such a conclusion, as those who go to the conventions prepared to learn from their fellow merchants, to participate in the discussions, and to contribute their part to the interest of the gatherings, usually find themselves amply repaid.

Opportunity for Larger Success.

Of such a movement, with which thousands of hardware merchants are identified, it is becoming that the trade take a calm and practical view. The associations are here to stay. They have, if wisely directed, a large potentiality for good—if unwisely directed and poorly supported, they will drag along without much dignity or usefulness. Nothing is gained by the disposition sometimes manifested to compliment the movement unduly and give it credit for more than it deserves, instead of pointing out shortcomings with a view to improvement. The object of this reference to the association work is to indicate to the membership and all in official responsibility, as well as to the un-affiliated merchants who should join the ranks, the opportunity which opens before them, and the responsibilities which rest upon them. There is opportunity for a larger success and greater usefulness.

There should be better work along the old lines which have been approved in experience, but at the same time there should be work along new lines, that there may be an increase in the activity and practical helpfulness of the associations.

CONVENTION NOTES.

Lloyd Harris, M.P., Brantford, president of the New Canada Bolt and Nut Company, in which the Brantford Screw Company is incorporated, has accepted an invitation to respond to the toast of the "Dominion Parliament" at the banquet to be tendered the members of the Ontario Retail Hardware Association by the hardware and stove manufacturers and jobbers of London on Feb. 10. It is expected that either Hon. Frank Cochrane, G. E. Wilson, M.P.P., or R. R. Gamey, M.P.P., all retail hardwaremen, will respond for the Ontario Legislature.

The exhibits at the London convention will not conflict with the Association convention if present arrangements are carried out. The convention is to meet Tuesday afternoon, and on Wednesday, Thursday and Friday mornings. The afternoons are open for the exhibits, while on Tuesday night a smoking concert will be held in the exhibition hall. On Wednesday night the Association will have a question box discussion and the exhibition hall will be open to the public. Then on Thursday night the banquet is to be the feature.

There are to be no long addresses on the programme of the London convention. The president ought to borrow Adam Taylor's farm bell to ring on anyone who holds the floor too long.

Court Thompson, Canadian representative of the Union Metallic Cartridge Company, has accepted an invitation to participate in the smoking concert on Tuesday evening, Feb. 8, the first night of the coming convention.

Mechanical displays may be a feature of the exhibits at the London convention. Both the Gillette Safety Razor and Atkins Saw Company are planning displays of this nature if the necessary arrangements can be made.

HARDWARE MUTUAL FIRE INSURANCE.

The Hardware Dealers' Mutual Fire Association of Pennsylvania have just declared a dividend of 40 per cent. upon all policies which expire in 1910. The cash assets on January 1, 1909, were \$25,932.05, and on December 15, \$42,766.95, a net gain in cash assets for that period, slightly less than one year, of \$16,834.90. This is a net gain of 65 per cent. The company has no unpaid or contested claims.

The National Hardware Dealers' Mutual Fire Insurance Company have also declared a dividend of 40 per cent. on all policies expiring in 1910. The assets of the company on January 1 of the present year were \$31,085.77. On December 15 the assets were \$45,200.03. This makes a net gain in cash of \$14,114.26, and a net gain in percentage of 45½ per cent. The company also has no unpaid or contested claims.

Slightly over a million dollars of new business was written during the year in both companies, of which W. P. Lewis, Huntingdon, Pa., is secretary.

HARDWARE & METAL

Established

1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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LAW AGAINST SECRET REBATES.

It is gratifying to learn that Boards of Trade in Canada are calling the attention of their members to the Secret Commissions Act. Probably no other Act of present-day legislation has created such widespread interest. The St. John, N.B., Board of Trade recently sent out a copy of the Act to its members, and other boards have done and are doing the same.

It must now be clearly understood, according to the Act, that it is illegal to pay or accept a secret rebate in the selling and buying of merchandise. Too much of this has been going on in Canada and the sooner it is stamped out the better will it be for Canadian trade and commerce. It is only right and proper that goods and salesmen should stand on their merits, and if it is necessary for a manufacturer, wholesaler or traveler to give a secret rebate on goods in order to sell them, then something is lacking. It may be in the quality, service rendered, or salesmanship, but, nevertheless, it exists.

Under the terms of the Secret Commissions Act everyone who is found guilty, on indictment, of a breach of it is liable to two years' imprisonment or to a fine not exceeding \$2,500, or to both, and, upon summary conviction, to imprisonment for six months, with or without hard labor, or to a fine not exceeding \$100, or to both.

With the elimination of infractions of this law, better business methods will prevail. Manufacturers, wholesalers, travelers and retailers will then stand upon an equal footing so far as prices and dealings with each other are concerned. There will be no unfairness and

no dishonesty practised—for it stands to reason that secret rebating in order to get trade is positively dishonest. No honest man will stoop so low as to be guilty of such practices and if he does, the sooner he passes out of the business sphere the better will it be for the commercial interests of the country and the morality of the human race.

Honest methods are to be commended and so are honest men. Honesty is simply a matter of square-dealing with one's fellow men. It is dealing above the board, and not passing the cards beneath the table. Yet men who consider themselves "fair-and-square," so far as their conscience and reason dictates, will deliberately give and take secret moneys in order to dishonorably get a little more consideration from their houses or to be able to sell a little cheaper than their competitors.

Every business man should consider it his duty to stick to the letter of the Secret Commissions Act. Any deviation is wrong, and, as pointed out above, the penalty is steep. However, it is not because there is a penalty attached that the law should be kept. It is because it is the simple duty of every man to keep the law. It is morally right to do so.

In other words, we should do right, not because we are going to be punished if we do wrong, but because it is the right thing to do.

BENEFITS OF CONFERENCES.

The principle of holding annual conferences and banquets of the staffs of jobbing and manufacturing concerns in order to discuss the successes and shortcomings of the previous year, and to make plans for the future, is rapidly meeting with more and more favor among the trade.

These serve a dual purpose. The salesmen and heads of the firm become better acquainted with one another and all are given a stimulus to do better work than in the preceding year. They are, therefore, to be commended.

Why cannot retail hardware firms pursue similar methods to advantage? We find that when a manufacturing firm once begins these events they are made annual affairs. It sees that they are profitable. The fact that they are always sure to create a better feeling between salesmen and the heads of the firm, is probably the best justification of their propriety.

The more the retailer shows his salesmen that he is interested in their success and wants their co-operation, the better will their work be in the future. Have them make and discuss suggestions for improvement in the buying,

selling, displaying and advertising and watch their interest in the business grow.

THIS CONCERNS EVERY READER.

A subscriber in forwarding an interesting item of news to the effect that he had purchased larger premises and intended fitting them up in modern style, sent the news in a letter which half apologized for bothering us about the matter. The item was a good one, and was given to the editor by a traveling salesman a few days later.

No apology was necessary, however, as we were particularly pleased to receive the news and give it publicity in Hardware and Metal. As it happened, one of our traveling friends also gave us the item, but the point we desire to make is that the editor isn't "bothered" enough by the receipt of letters of this kind.

Another incident might be repeated to advantage. About six weeks ago a hardware store in Saskatchewan was destroyed by fire. Immediately the firm wrote Hardware and Metal, asking that an item be inserted requesting manufacturers and jobbers to forward catalogues to replace ones destroyed by fire. No further information was given as to the damage done by fire, consequently, when an item was noticed in a Winnipeg paper, saying that this firm's store had been burned and the loss was covered by insurance, the clipping was reprinted. A week later, however, a "warm" letter was received, criticizing us because the loss had not been covered by insurance, and our item had given a wrong impression, and caused them annoyance.

The Moral we would draw is that every hardwareman ought to be interested in supplying his trade paper with the news of his business. If he remodels or enlarges his store, if he moves, if a change in the name of his business takes place, if he puts on a new store front or builds a warehouse, if his store burns down, if he is elected to public office or goes on a holiday trip to the west, or if any other incident happens in connection with his business, in which his jobbing friends are interested, he should drop Hardware and Metal a letter or post card giving the facts.

Hardware and Metal is read closely in every jobbing and manufacturing establishment in Canada, and it is in the interest of every retailer to supply every item of news which will tend to show that he is a progressive citizen, improving his business or if he has suffered loss to have an accurate statement made.

Every reader who wants to know what the other fellow is doing should let the other fellow know what he is doing.

MERCHANT MUST KEEP BOOKS.

What is probably the first conviction in Canada under Section 417 of the Criminal Code which requires every merchant to keep a set of books, was recorded at Toronto this week when Judge Denton imposed a fine of \$50 on a merchant tailor who admitted that his debts exceeded \$1,000 and yet he had no proper system of keeping records of his transactions. The tailor had misrepresented his business position to a jobbing house and although no goods had been secured as a result of the false statements, the judge imposed a fine on the charge that no record of his business transactions had been kept.

The section of the criminal code dealing with this matter reads as follows:

"Everyone is guilty of an indictable offence, and liable to a fine of eight hundred dollars and to one year's imprisonment who being a trader and indebted to an amount exceeding one thousand dollars, is unable to pay his creditors in full, and has not, for five years next before such inability, kept such books of account as, according to the usual course of any trade or business in which he may have been engaged, are necessary to exhibit or explain his transactions, unless he be able to account for his losses to the satisfaction of the court or judge, and to show that the absence of such books was not intended to defraud his creditors."

The decision is an important one affecting every business man, tending to compel every retailer to conduct his business along modern lines. The law cannot compel men to be honest but it can at least provide machinery requiring a certain degree of that quality.

BUSINESS MEN AND PLEDGES.

Should a business man who is a candidate for a public office definitely pledge himself on moral and social questions which are before the electorate, when requested to do so, and especially when his business might be affected thereby?

A business man who during the last municipal contest in an Ontario city was a candidate for the mayoralty, declared in an address, that a business man should for that reason not be compelled to pledge himself. The particular pledge he was requested to make was in regard to local option.

The question is undoubtedly a delicate one. No man should be afraid to define his position in regard to any moral or social question. The "trimmer" never cuts much of a figure in public or any

other sphere of life. It is an evidence of circumscribed mind and weak courage.

The question is not so much as to whether a business man should answer such questions, as it is whether the questions should be submitted to him at all. Only too often the men who are the first to subscribe to questions submitted are men who are not noted for either strength of character or moral courage. They are not infrequently men of the ward type of politicians, who are willing to subscribe to anything to catch votes. Principles seldom disturb them; the desire for office is their only concern.

The business man, or the professional man for that matter, who offers himself for public office, should stand on his general character and general fitness. If his character is good and his efficiency evident there is no doubt where he will stand in regard to moral questions which may come before municipal councils or parliamentary bodies.

If a man has neither character nor business efficiency, of what use is a pledge from him? It is always safer to judge a man by his life and conduct than by his promises.

By all means, let him who cannot stand on his life's record subscribe to pledges when running for municipal or parliamentary honors. Let him who has character stand firmly on that. That will never injuriously affect his business. Even if it did, it would be better to affect his business than his character.

CANADA'S BUYING POWER.

The buying power of the Canadian market was emphasized a few days ago by the representative of a United States concern which two years ago established a branch plant in Canada.

"In proportion to population," he said, "Canada buys three-and-a-half times as many of our goods as the United States. The sale of our products depends upon constructive and development work and the trade conditions can, therefore, be judged by the enormous demand for our goods. When we established our factory we began with only four men and in two years' time we have increased this to fifty, although our line is one in which special machinery is almost entirely used in its production."

The output of the factory referred to is measuring tapes and rules and inquiry from jobbers shows an almost inexhaustible market for the small pocket tapes used by mechanics, etc., and the larger sizes used by surveyors, telegraph and telephone linemen, railway section men. Homesteaders and farmers are also becoming large buyers and soon there will be few classes of men who will not con-

sider a steel or linen pocket tape as necessary and useful as a pocket knife. The demand for these goods is so brisk that jobbers cannot secure prompt shipment of orders although the one Canadian factory was doubled in size last year.

DROP IN TACKS.

Just as Hardware and Metal goes to press word comes of an unexpected drop of ten per cent. in the tack market.

It is rather odd that this change comes just when advances are being made in bolts and nuts and the general movement in all hardware lines is upward.

T. H. Watson, general manager of the Canada Bolt & Nut Co., states that the changes in bolts and nuts are more of the nature of readjustments following an unsettled state of the market during the past year or so, than a general advance. So far as his company is concerned the price to the retail trade has not been changed. Mr. Watson points out, however, that raw material, rods and bars, have advanced over \$5 per ton and the natural result would be higher prices in finished lines.

The general impression is that the present advance in bolts and nuts will be followed by further advances.

AVOID THE SNARE.

"On to the Porcupine gold fields!" is now the new slogan of the "get-rich-quick" fraternity. Soon business men who have surplus capital and clerks who have a few spare dollars will be enticed by the glowing prospectus to buy stock in "sure things."

The Porcupine gold fields may be all right. There is every indication that they will be. The Government officials say they are most promising. But gold is not scattered over the district like leaves in autumn, although one would gather from the liberal way in which claims are being staked out on the deep carpet of snow, that prospectors believed it was.

That we are justified in warning business men against being caught and torn in the claws of wild-cat schemes is evident from the warning which the Hon. Mr. Cochrane, Ontario Minister of Mines, has sent out. He says in effect, "have a care."

That is all we ask of the business men and clerks throughout the country. If they will invest their surplus capital or their small savings in mining enterprises, by all means let them. All we ask is that they should know "where they are at" before they make a venture.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Copper—Up $\frac{1}{4}$ c.
Tacks—10 per cent. cut.
Linseed Oil 4c advance.
Red Lead—25c advance.
Putty—25c advance.

Toronto.

Rel Lead—Up 25c.
Putty—Advanced 10c.
Turpentine—7c advance.
Linseed Oil—Up 4c.
Tacks—Cut 10 per cent.
Bolts and Nuts—Up $2\frac{1}{2}$ per cent.
Imported Lead—5c advance.
Tin—Decline of $\frac{1}{4}$ c.

MONTREAL.

January 14.—Trade is not at all bad considering the dullness always associated with the opening weeks of January. Jobbers report steady orders, with a few heavy lots going out to unexpected quarters. With users' stocks so light, however, buying is necessary even with a moderate demand for the finished article.

The stiffer tone in copper, tin, and lead has brought in plenty of inquiries. The first metal advanced $\frac{1}{4}$ c during the week, and tin and lead is expected to follow if the present conditions continue. Jobbers consider that a large amount of business is maturing, and any further advance is sure to bring consumers into the market. Altogether there is a good tone, and prospects look very favorable.

The primary markets are not showing any sensational features. Tin has been fluctuating, but copper has kept firm in New York under a dull consumptive demand. Spelter is firmer in London, but has weakened a trifle in St. Louis. The pig iron and steel situation shows little change. New business is quiet, but the tone is very firm and next month is expected to produce plenty of orders.

Pig Iron.—While reflecting the general quietness of the opening weeks of a new year, steady business is being done. Furnaces are busy on old contracts, but delivery is better than it was. Judging from inquiries a strong demand for imported iron will show before the month is out. Already metal is going out ex-store, and it is anticipated that warehouses will be depleted long before the open season commences. The U. S. markets are firm, for while new business may be on the quiet side, the pressure of old contracts is still heavy, and premiums are here and there being paid for prompt shipment. A large amount of new business is expected next month, and the prospects look extremely favorable.

Tin.—Tin is unchanged locally this week, but the market is very firm and higher prices are expected, unless the primary markets show any decided slump. Fair business has been done, and inquiries are good. Despite unfavorable statistics tin in the primary markets is holding up well. There has

been apparently fair buying on American account.

Copper.—Copper has been advanced $\frac{1}{4}$ c this week, making jobbing quotations 14 $\frac{1}{4}$ c. Business is on the quiet side, but good for the opening weeks of the year. The advanced price is expected to bring in business that has been hovering over the market. The English market has been fluctuating with a stronger tone during the middle of the week. New York has been steady. Consumption has been dull, but producers are firm in their attitude, and their confidence helps to maintain the tone of the markets.

Spelter.—Spelter is firm in tone at unchanged figures. Business is quiet, but steady. A great consumptive demand is expected for galvanized goods this year, and the larger interests are expected to be heavy buyers. The English market is showing advanced figures, but St. Louis has sagged a little, but the weakness is not much.

Lead.—There is a much stronger tone to lead, and quotations are expected to advance next week. Business is moderate, but the primary markets are much firmer. Quotations in London have steadily advanced since the last week in December. The market is under stronger control, and conditions seem favorable for higher figures.

TORONTO.

January 14.—The "January thaw," as metal men call this season, is with us. Actual trading is quiet compared with the busy fall months, but business is much ahead of this time a year ago. During the week tin has shown an easier tendency and to-day a decline of 50 cents a hundred is noted. Lead (imported) on the other hand shows an advance. These are the only price changes.

Iron and steel are still holding their high position, though across the line some sales have been made at prices somewhat below December quotations. The year has opened fairly well, though hardly at the golden-clouded stage expected from past predictions. Business seldom makes great leaps and bounds ahead, and the conservative anticipations of steadily increasing and growing business are turning out to be the correct estimate; at least that is the case so far.

PIG IRON.—Difficulty in getting raw material (pig iron) occasioned embarrassment right up to the close of the year, and to some extent this difficulty still holds true, though to a lesser extent than before the holidays. This keeps the situation in about the same condition. Inquiries are fairly numerous, and prices locally are unchanged. Summerlee ranges from \$23 to \$24; Middlesboro No. 3 and Cleveland, \$22; Glengarnock, \$23.50; Jarrow and No. 1 Clarence, \$21.75; and Canadian foundry iron, \$22.

TIN.—This metal has been duller this week, and the quotation has declined 50

cents a hundred from \$36.50. Trading has been slower and even at the higher quotation the offerings were easy, so the new price, \$36, was but to be expected. That price, however, may advance again with increased sales.

LEAD.—Imported lead has gone up 5c a hundred since last issue and is now quoted at \$3.85. Trail still keeps at \$3.70, though may go up also within the next ten days. Very active lead business has transpired during the week, and the market at present is firm.

COPPER.—There have been so many fluctuations in copper prices of late that the stronger tone has not affected the Toronto market. The situation is wholly unchanged from last week and the quotations then ruling still hold. Casting copper is 14c and lake ingots 14 $\frac{1}{4}$ c in fair sized lots.

SHEETS AND PLATES.—Continued active business is transpiring at unchanged prices. Sheets and plates are probably stirring up more trading than any other metal line just now.

SPELTER.—Good business is still being done in spelter. Both condition and price remain. \$6 is the quotation for fair-sized quantities.

OLD MATERIALS.—Like newer metals all the old metals are experiencing quieter business, though from inquiries coming in there should be same stir before the end of the month. Prices hold unchanged.

U.S. METAL MARKET.

New York, January 12.—The Iron Age will say to-morrow: January is not yet far enough advanced to show definite tendencies in the iron market. After the remarkably heavy specifications sent to the steel mills in December, an inactive period is to be expected in finished lines, and, with some exceptions, new business has been light. The railroads are doing little, and in rails the situation is distinctly disappointing, particularly to Eastern mills. The heavy advance buying by western lines, which has filled up the mills in that section for the greater part of the year, is in contrast with the procedure of eastern roads. With one exception, the six mills east of Ohio have very few orders ahead. In equipment buying also the west and central west have made a much better showing than the east. Some good buying of locomotives for western lines is reported in prospect at Chicago. Buying of wire products has kept up, sales of one interest ranging from 4,000 to 6,000 tons a day.

In pig iron markets the moderate activity of the first week of the year has continued, and inquiry has broadened, in some cases covering the second half of the year. Negotiations for malleable Bessemer iron represent good-sized amounts in the Chicago, Central West and Eastern markets. An Ohio pipe interest has bought 25,000 tons at about 25 cents less than recent prices.

HARDWARE MARKETS

MONTREAL.

January 14.—Trade, as was only expected, has continued quiet, but shows unmistakable promise of developing to great dimensions. Booking for spring has started and, in many lines is in advance of last year. The east is more quiet than the north-west, where immediate delivery in spring goods has already started. Builders' hardware, cutlery, poultry netting, barb wire, gardeners' and carpenters' tools, lawn goods, nails, screws, etc., are moving. The east is booking ahead in freezers, screen doors, green wire cloth, refrigerators, hose, lawn mowers and sprinklers.

Travelers now out on their territories, report that there is a very confident spirit. The spring trade is expected to open earlier, while there is less likelihood of so much hand-to-mouth buying, the general stiffening in prices being largely responsible for this.

Owing to competition staple lines of tacks and nails have been reduced, amounting practically in most cases to 10 per cent. A correct list will be found in our market quotations. The revised price in hose is now in force. Competition grade is 70, 10 and 5, with better grades at smaller discounts. Altogether the markets are firm and prospects look very good.

Spring Lines.—The spring movement has commenced, and is showing up stronger than last year. Booking is well under way for freezers, refrigerators, lawn goods, tools, poultry netting, screen doors, green wire cloth, while immediate delivery in many of these lines is already taking place to the north-west, where the spring is expected to open early.

Builders' Hardware.—A stimulation has been given to builders' hardware by the commencing of a good movement to the Northwest. A big building boom is expected in this part of the country. The demand from the east is on the quiet side, but that is only to be expected considering the way lines have been selling right through. We continue to quote: Lock sets (inside) \$4 per doz. and up; lock sets (outside) \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32½¢ to 33¢.

Sporting Goods.—For the time being the demand has fallen off and but a few sorting orders are coming in for skates and hockey sticks. It is yet too soon for the spring movement, but jobbers anticipate a very busy season. No marked changes in prices are yet announced.

Bolts and Nuts.—Trade is very good, and the recent advance has not checked orders. Good business is developing in the Northwest, and the anticipation that the recent merger may stiffen the market will probably stimulate buying. We quote: Discounts on carriage bolts, 2½¢ and smaller, 66 2-3; machine bolts, 2½¢ and less, 6, 10 and 5; coach screws, 72½; stove bolts, 80 and 7½.

Miners' Supplies.—Stimulated buying is noticed from some of the larger mining districts. The market is firm, and we quote: Miners' picks, 16½¢ a pound; prospectors' hammers, 16½¢; pick handles, \$1.85 a dozen; drilling ham-

mers, 6¢ a pound; crowbars, 3½¢; drill steel, 8¢.

Lumbermen's Supplies.—The various lines are now moving in very spirited manner, especially ball and heel calks. The market is firm, and we quote: Cant hooks, \$12 a dozen and up; axes, \$6.50 a dozen and up; axe handles, \$1.15 and up; cross-cut saws (inferior) 25¢ per foot and up, better grades, 43¢ per foot and up; axe wedges, 25¢ a dozen and up; ball calks, \$4; heel calks, \$4.25.

Wire.—Wire lines have improved, and some good assorted lots have gone to the Northwest. Barb wire, plain twist, galvanized, coiled spring fencing and staples are most prominent. We quote: Barb wire, car lots, mixed, \$2.45; small lots, \$2.50; plain twist, car lots, \$2.75; small, \$2.80. Galvanized wire, No. 1, \$2.25 in straight and mixed car lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30; straight and mixed car lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO.

January 14.—The "tween seasons" quiet is yet on. A great number of hardwaremen and some of the jobbers have not completed stocktaking. What goods are moving are seasonable lines, mostly shelf hardware. Booking for spring and early summer is opening, but the volume of goods so far ordered is light. Sporting goods, especially fishing outfits and baseball supplies, are prominent samples carried by salesmen, and wire, farm tools, and general household lines as well as builders' tools are lines on which booking is asked.

In general the market for all lines of hardware is gaining in strength, as a result of the expansion in the iron and steel trade. There is an exception, however, in the case of tacks which show a decline. Bolts and nuts are up—all the other lines are firm.

Depletion in certain stocks, particularly builders' hardware, during the past fall gave an impetus to manufacturers of these goods, and the respite in building should enable them to get sufficient supplies ahead before the opening of the spring season.

Seasonable Goods.—Demand is confined pretty much to present wantable lines. Shelf goods for sorting up have the best call. Weather strip, ice scrapers, snow shovels, too, are moving fairly well. Booking orders for spring are in evidence, but results are not great as yet. Wire, screens, poultry netting and one or two summer lines like refrigerators and ice cream freezers, are the prominent articles, but hardwaremen are holding off.

Builders' Hardware.—Hardwaremen handling large quantities of these goods are taking a few days off to look over their stocks and compare notes. The past year was a splendid one they state,

and they anticipate this year to be even better. Manufacturers who all through the closing months of the past year were behindhand with the filling of orders are trying to put by some supplies now that they have caught up. It would be well for them to finish up larger quantities of lock sets, etc., than last year in anticipation of the big business promised for 1910. Sometimes these manufacturers allow large quantities of moulded and stamped articles of builders' hardware to pile up, finishing only sufficient quantities to fill orders. This was the case last year, and in almost every instance goods were delayed sometimes as long as six week. If 1909 was "builders' hardware year," this present year gives promise of being a record breaker in this line.

Sporting Goods.—With the exception of hockey supplies this department is quiet. There is, however, sufficient business going to warrant hardwaremen in certain localities handling hockey and winter sports goods. Salesmen are after spring business, and extensive, varied and high and low priced samples of fishing outfits are shown. Some fine rods, lines, reels, hooks, baits, etc., singly and in sets, are also to be seen. Baseball bats, balls and masks are again displayed, but actual bookings are slow; the weather is too wintry to induce big sales.

Heavy Goods.—There is no big demand at present for heavy goods—"beating time" about describes the situation in this department. There has been an advance of 2½ per cent. in the price of bolts and nuts, and the figures may go higher before spring.

Tacks.—An extra 10 per cent. discount has been granted on practically all tacks in the hardware list. Demand has been slow.

U.S. IRON MARKET.

Cleveland, January 13.—The Iron Trade Review to-day says: The iron and steel business is giving a good account of itself for so early in the new year. While there has been the usual falling off of new demand in the shaping up by the trade of affairs for the period ahead, specifications against running contracts have continued in a very fair volume, evidencing but little change in the absorbing power of the market. Prospects for fresh contracting in the near future are favorable according to the sentiments of sales representatives of leading steel companies expressed at their annual conventions held in Pittsburg the past week.

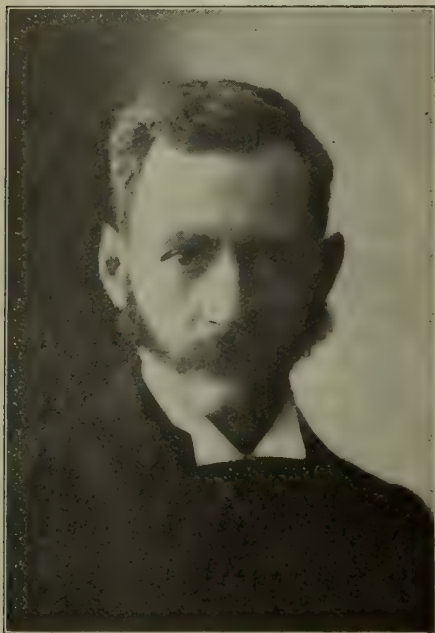
The sheet and tin plate situation continues eminently satisfactory. Some makers fully sold up for six months, have already entered specifications to their maximum tonnage for one-half this period. The piling of finished stock by sheet and tin plate mills, which usually follows in January and February, is likely to be less extensive this year

To Cover the West Indies for the MacLean Papers

David Williams Leaves Canada for the South to go Over That Field Again—Trade Relationship Between Canada and the Islands Becoming More Intimate—Value of an Extensive Circulation There.

When the steamship "Sobo" sailed from Halifax on Wednesday the 5th instant, among her passengers was David Williams, special subscription solicitor for MacLean's Trade Newspapers and Magazines. He will be away several months, for the task to which he has been set is no small one. He is to cover the Bermudas, the British West Indies, and British Guiana. His instructions are implicit; he must thoroughly cover the field, no matter how long it takes him to do so.

MacLean's Trade Newspapers and Magazines have already a good circulation



DAVID WILLIAMS.

Special Subscription Solicitor for MacLean's Trade Newspapers and Magazines to the West Indies.

in the Bermudas, the West Indies and British Guiana. The late John Cameron, for many years a trusted and efficient subscription solicitor of the company, well and truly laid the foundation of our circulation in that part of the British Empire, when he some years ago spent three or four months there.

David Williams, is now to follow in his footsteps; indeed he is to do even more. He is to blaze the way to one or two places which Mr. Cameron had not the opportunity of reaching.

Mr. Williams is a worthy successor to the late Mr. Cameron. He has for some time been on the subscription staff of the MacLean Publishing Co. in Ontario and during the last five or six months has been devoting his time entirely to subscription work in the maritime provinces. The success which has characterized his work in Ontario and the maritime provinces will no doubt follow him to the West Indies, for he believes to a de-

gree of ardent enthusiasm, in the MacLean Trade Newspapers and Magazines. To this quality is added that of untiring industry. He will certainly materially add to the already substantial circulation of the MacLean Trade Newspapers and Magazines in the West Indies.

Canada's relationship with the Bermudas, the West Indies and British Guiana is gradually improving. Not only is sentiment getting warmer but the volume of trade between them and this country is assuming more important proportions. It now aggregates in value between \$12,000,000 and \$13,000,000. But this is only a small part of what it can be made. In blazing the way for this desired end no factors are more potent than the trade newspapers. Their work is specialization, and it tells.

To exporters the circulation which the MacLean Trade Newspapers and Ma-

gazines has already attained in the Bermudas, the West Indies and British Guiana, plus that which is to come, is most important, and is worthy of their careful attention. There is certainly no advertising mediums that offer such possibilities to those who wish to reach buyers in that part of the British Empire, besides the wide and general circulation in the home field. Another matter which should not be overlooked is the advantage which accrues from the circulation of the MacLean Trade Newspapers and Magazines in China, Japan, Australia, South Africa, Great Britain, and the United States. It, of course, does not approximate to the circulation in the home field nor is it relatively as large as that in the West Indies, but it counts and that not insignificantly.

The late Mr. Cameron had only been in the West Indies a few weeks when he sent a hurried call to the head office for a fresh supply of subscription order forms, the new subscriptions which he had taken up to that time having far exceeded his expectations. We hope this will also be Mr. Williams' experience.

In the meantime we wish him bon voyage and good luck.

HARDWARE TRADE GOSSIP

Ontario.

Arthur E. Starr, hardwareman, Moorefield, has assigned.

Ralph Tait, hardwareman, Arnprior, has assigned. A meeting of creditors is being held to-day.

W. C. Sellers & Co., hardwaremen, 1166 Queen Street west, Toronto, have given up business.

W. G. Scott, Mt. Forest, was a caller at the Toronto office of Hardware and Metal on Thursday.

J. E. Schmidt, hardwareman and grocer, Lucan, has sold his business to J. R. McComb & Son.

A. E. Utter, hardwareman and tin-smith, Stoney Creek, was married recently to Miss Eleta L. Baker of Saint-field.

William Yeates, president of the London Machine Tool Co., was married last week in London, to Miss McGee, of that city.

R. J. Bruce, hardware merchant, Toronto Junction, is in the hospital, his doctor having ordered him to take a complete rest.

G. W. Howland, of the Graham Nail Works, Toronto, is a candidate for election to the council of the Toronto Board of Trade.

The Disston Saw Works at Toronto have moved their factory and office this week from Adelaide street to their new premises on Fraser avenue.

The Penfound, Budd & Varnish Co., Toronto, has dissolved. Alfred W. Penfound is continuing the business under the style Penfound Varnish Co.

J. G. Kingsboro, Little Current, lost his hardware store in the big fire in that town on Jan. 11. Particulars as to the loss and insurance are not to hand.

Wm. M. Greenwood is a new man to enter the retail hardware field in Toronto. He has recently opened a store

at 341 Pape Ave., at the corner of that thoroughfare and Gerrard Street east, in a new business block just erected.

A. R. Lundy, recently traveler for the Page Wire Fence Co. in Toronto and east to Ottawa, has been appointed manager of the Toronto branch in succession to E. L. Dyer, who has resigned to go into the manufacturers' agency business.

Sanderson, Percy & Co., paint manufacturers, Toronto, held their annual meeting last week, at which satisfactory reports of the past year's business were presented. The business for 1910 is expected to be even better than last year. The old officers were re-elected.

The Aylmer Pump and Scale Co., Aylmer, held its annual meeting last week. The statement presented of the past year's work was most satisfactory in every way. The members of the old board were re-elected—S. H. Chapman, Toronto, pres.; J. H. Glover, Aylmer, vice-pres. and managing director; E. C. Jenkins, secretary-treasurer. Besides the new scale department a 500 ft. addition is being made to the moulding room. It is the intention of the company to double its output during 1910, necessitating the employment of a number of extra hands.

The Canada Paint Co. have this week added to their Ontario traveling staff, Wm. Good, who for the past two years has looked after Toronto business; he will in future cover the territory between that city and North Bay, thus relieving H. Clucas, Toronto manager, and giving him more time to devote to the Toronto end. Robt. Sermon, who has been looking after the orders in the up-town office, is taking "Billy" Good's place in Toronto, and Morris Prest, from the Leslie Street works, has been transferred to "Bob" Sermon's position in the Bay Street sales-room.

John Bailes, of John Bailes & Son, Oshawa, paid a business visit to Toronto during the week.

O. D. Ellis, manager of the sporting goods department of Lewis Bros., Montreal, was a visitor to Toronto this week.

W. Thompson, Newmarket, who in summer time has a hardware store at his summer home at Torrance, Muskoka Lakes, spent a day in Toronto this week.

Quebec.

David Rousseau & Fils, tinsmiths, Quebec, have been registered.

A. E. Small, of Small Bros., Dunham, Que., has been calling on the Montreal hardware trade.

T. H. Newman, of the firm of Caverhill, Learmont & Co., Montreal, has been nominated for a seat on the council of the Montreal Board of Trade.

Miss Jessie Newman, the only daughter of T. H. Newman, of Caverhill, Learmont & Co., Montreal, was married last week to Dr. Fraser Gurd.

Jno. A. Asselin, formerly with Frothingham & Workman, Montreal, has been appointed agent for the Standard Earth Auger Company, Chicago, and for the Chapin Stephens Co., Pine Meadow, Conn. Mr. Asselin is located in Montreal.

M. J. Butler, Deputy Minister of Railways and Canals, has been appointed second vice-president and general manager of the Dominion Iron & Steel Co., in succession to F. P. Jones at a meeting in Montreal on Wednesday, of the directors of the company.

Wm. McMaster, vice-president and general manager of the Montreal Rolling Mills, has been elected a director of the Canadian Bank of Commerce. Mr. McMaster is president of the Hamilton Powder Co., and a director of the Dominion Iron and Steel Company, and the Montreal Telegraph Company.

The Canadian Car & Foundry Co., Montreal, elected the following directors this week. N. Curry, president, James Redmond, chairman of the executive; H. S. Holt, Geo. E. Drummond, I. H. Benn, T. J. Drummond, executive; W. W. Butler, first vice-president; N. S. Reder, second vice-president, and W. M. Aitken, executive.

Maritime Provinces.

A big company is being formed at Sussex, N.B., to manufacture the Acme steel ladder on a large scale.

Chas. Pickard, Chas. W. Fawcett, (both stove manufacturers of Sackville, N.B.) and others have formed an electric machinery and development company at Sackville.

TWENTY-FIFTH ANNIVERSARY.

Several hundred employees and members of their families were entertained to a social evening on Friday evening, Jan. 7, by the officers and directors of the Pease Foundry Co., Toronto, at their factory on Shaw and Ossington avenues.

Twenty-five years ago, in 1885, J. T. Sheridan and a number of other gentlemen established the Pease Foundry Co., in small premises on Church Street, shortly after removing to the Queen Street premises vacated four years ago. In 1890 Sheridan Bros. established their foundry at New Toronto, and in

1904 the factory on Shaw Street was constructed. Beginning with only three or four workmen, Mr. Sheridan, who has been president from the beginning

room. Refreshments were also supplied as well as several pleasure vans to carry the New Toronto foundry staff to the celebration.

President Sheridan, in welcoming the staff and bidding them enjoy themselves, expressed his pride at seeing such a large company present and compared it with the small beginnings of a quarter of a century ago. He spoke of the success of the company and gave due credit to several who had been employees of the company for from 15 to 20 years. It was his policy, he said, to encourage faithful service by promoting those who showed ability, and he announced the advance of Wm. Crane, superintendent of the Shaw Street works for several years, to the position of Toronto city traveler, selling hot water and steam boilers. Mr. Sheridan also announced that the foundations are already in for the company's new foundry plant, on part of the five acre site at the head of Ossington Avenue. Vice-President Ross and the different department heads also spoke briefly in reference to the splendid feeling existing between the company and its staff, and the announcement was made that the success of the gathering ensured its being made an annual event in future. A pleasant feature of the evening was the presentation of a gold watch and fob to Superintendent Crane, by the Pease Employees' Benefit Association, in appreciation of his services as secretary of the fund.

The committee in charge of the celebration was composed of J. M. Bell, sales manager, J. R. Phillips, superintendent of the New Toronto foundry; Wm. Crane, superintendent of the Shaw Street factory, and David Millar, manager of the Pease Heating Company, Toronto, who have charge of the furnace installation work.

The erection of the new foundry on Ossington Avenue, which will be completed during 1910, will mean the centralization of all the company's works, and the New Toronto foundry will be sold. The foundry will be 90x300 feet in size and a new pattern shop, japanning shop, etc., will also be erected. Later on Mr. Sheridan hopes to erect a club house for the staff. The buildings already built include a warehouse, 75x300 feet, mounting room, 75x100 feet, machine shop, 50x100 feet, and dome room 50x100 feet. Besides this the company has a 600 foot siding connected with the Canadian Pacific Railway.

Speaking reminiscently Mr. Sheridan mentioned that one of his staff of between 20 and 25 years ago was Frank Whitelaw, who with his brother Norman, formerly conducted a steamfitting business on Queen Street near Sherbourne. Mr. Whitelaw afterwards entered the employ of the American Radiator Co., and in recent years had charge of the boiler foundries of the company at Detroit and Buffalo, and more recently has been over all the boiler manufacturing plants. Now, Mr. Sheridan understands, Mr. Whitelaw, is succeeding George Downs, formerly sales manager of the American Radiator Co., at a salary of \$15,000, and who has left the company to associate himself with R. J. Cluff and others in the proposed expansion of the King Radiator Co.'s business in Canada.



J. T. SHERIDAN.

President and General Manager of the Pease Foundry Co., Toronto.

now has a pay roll of over 200 at the two plants and the head offices on Queen Street east.

Gatherings of the company's staff have been held on several occasions in recent years, but this was the first



J. L. ROSS,

Vice-President and Secretary-Treasurer of the Pease Foundry Co., Toronto.

time such a big affair was arranged, the company arranging the mounting room as a dance hall and the steel-works shop as a card and smoking

Business Methods of Canadian Hardwaremen

Successful Street Fair at Lindsay—Price Tickets Used Freely in Guelph Store—Example of Poor Salesmanship at Brantford—Montreal Merchant Makes Every Line Pay its Share of Profit.

HOW NOT TO SELL GOODS.

Brantford, Jan. 11.—Probably through sheer carelessness, a clerk in a downtown store was observed on Saturday, in a surprising attitude for any clerk who has his employer's interests, and thereby his own, at heart. He was waiting on a customer with his hands thrust deep into his pockets in an attitude characteristic of the street corner loafer. The clerk, if his face were any criterion, considered it a bore that any customer should detain him from his other duties (whatever they might have been), and the customer, on his part, did not wear a very satisfied look. A brisk, business-like manner assists greatly in making sales to customers, making permanent ones well satisfied, and turning transient ones into regular buyers.

A. W.

MAKE EVERY LINE PAY.

Montreal, Jan. 8.—“One of the main faults of many retailers is marking their goods so low that there is not a living profit in them,” said Walter Paul, a Montreal retailer. “Every line carried in my stores has to contribute its fair share toward the total year's profits. If it doesn't I know there is something the matter and it is time to make a sufficient advertising campaign to bring it back to normal. There is no better way to keep track of what is going on in the store and what is necessary to be done, than to watch the sales of each line separately. In a way it solves the problem of what to advertise and what to have the salesmen push especially.”

DRAW ATTENTION TO ADVERTISING.

Chilliwack, B. C., January 3.—Fred Joudry, of Chilliwack, had a fine big pumpkin in his window during Christmas week, and with every dollar's worth of goods purchased, the buyer was entitled to a guess at the number of seeds in the pumpkin. Those coming nearest were awarded prizes. The scheme attracted considerable attention. The principal feature of this proposition was that any one who brought in a copy of the store's advertisement in the local newspaper was given a guess, without having to purchase any goods. This was a good idea, as it directed attention to the method of advertising, and once a purchaser's mind is diverted toward a given point it often means a new customer.

STREET FAIR AT LINDSAY.

Lindsay, Jan. 3.—There are varying opinions among the merchants here as to the propriety of holding the annual Christmas Street Fair during the week before Christmas. The merchants all did a good trade, but the question is does it affect the regular Christmas trade. The majority of those interview-

ed favor holding the Fair two weeks before Christmas. It is claimed that the people will buy during Christmas week, Fair or no Fair. The Fair included a baby show, exhibits of live stock, etc., and was largely attended. Here are a few comments by local merchants:

“We had a good day, a splendid day,” said Wm. Flavelle, of the drygoods firm of Dundas & Flavelle. “I think the Fair a decided success.”

J. E. Adams, of Adams Bros. (grocers), said: “We had an exceptionally good day and I think the Fair a splendid event, but would hold it a week earlier.”

Felix Forbert, (boots and shoes), considered the Fair to be advantageous to the town and the merchants. He preferred the date to be earlier.

D. Cinnamon, (hardware), “It's a mistake to have the Fair the same week as Christmas. It should be held two or three weeks before.”

A. Higginbotham, (druggist), “I thought the Fair was fine, and I do not see any reason to change the date.”

KNIVES AS SOUVENIRS.

Ottawa, Jan. 11.—Charles Watt gave away a two-bladed pen knife with every purchase amounting to twenty-five cents or over and his supply of knives was soon exhausted. Free knives as a rule are not very good cutters, but the one referred to proved an exception. The handle bore the inscription, “Compliments of Chas. Watt, hardware, Ottawa.”

G.E.M.H.

PRICE TICKETS USED FREELY.

Guelph, Jan. 11.—McMillan Brothers had two splendid holiday windows during the weeks of Christmas and New Years. The goods displayed were suitable to the season, being cutlery, brass goods, and things generally suited for present making. The feature of their seasonable displays, however was not so much in the goods, or even in the tasteful and attractive manner in which they were displayed, but rather in the systematic manner in which every visible article in the store was ticketed with a price card, that could be easily read by the prospective purchaser.

There was hardly an article in the store that the busy shoppers could see that they could not at a glance see the price of also. The scheme so thoroughly carried out, worked to great advantage. It not only saved the time of the clerks and customers, but it added to the attractiveness of the displays of goods. Inside the store in the show cases and on the counters it was the same. The price tickets used were plain and neat, about two by three inches, with a little black border around the edge and the figures fairly large printed in black ink.

The hardware merchants of Guelph went right out after the Christmas trade in a manner that was good to

see, this Christmas. Some of them had as fine display's of cut glass, silverware and cutlery as any jewelry store in the city. They displayed them nicely too, and it was quite evident that the jewelers in the city felt that they were being given a better run in this class of goods than they had ever had heretofore.

H. S. W.

NOVEL SKATING WINDOW.

Looking-glass covered with whitening has been recommended as making the best imitation of natural ice, but for some purposes zinc is considered better. The following plan for making a skating window is suggested by a writer in the Iron Age: Take two brass screw pulleys, having wheels the same width as the runner of the skate to be used. File one side of the rivet heads and punch them through far enough to admit of removing the wheels from the frames. A dummy flooring made out of old box lid boards should be laid on top of the flooring of the window. Bore two holes in this subflooring, say, 6 in. apart counterboring them deep enough to take in the base of the screw pulley up to the slot.

Cover the boards with a large sheet of zinc and punch two holes in the zinc directly over the holes in the wood. In the centre of each hole make a gimlet hole in the flooring of the window just large enough to take in nicely the screw thread of the pulley brackets, and screw these down until the bottom of the slot from which the pulley was removed comes just even with the surface of the ice (or zinc). Turn these so that the slots line with each other.

Take a pair of nickel plated skates from stock and carefully insert the runner of the left skate in the protruding slots of the pulley bracket. Push the rivets through again so that they come over the top of the runner and wedge fast with a little wood under the rivet between it and the runner. Fasten a shoe to the skate, and complete with the stuffed figure of a boy in the act of skating, the right foot being thrown backward and suspended in the air by an invisible wire running down from the ceiling and fastened to the skate on the uplifted foot. Outline on the zinc fancy figures or lines (with extra thick whitening) as if cut on the ice by the skater.

The companion piece to this is that of a girl holding the boy's outstretched partly uplifted hand, supported by invisible wire from the ceiling, and mounted on skates as above described. It is needless to add that such a window sells skates, and now is the season of the year to try it.

The skilful clerk is not the one who leads a customer around by the nose and empties his pocketbook for him. The money-back privilege has given the death-blow to this hypnotizing method.

Include as much outdoor air as possible in your daily routine. Fresh air will make brains as well as brawn. It will increase a man's earning power and give him staying properties.

Electrical Supplies in the Hardware Stores

A Marked Development in Handling Electrical Supplies Should Encourage More Hardwaremen to Have an Electrical Department — The Hardware Store is the Best Selling Source, But the Department Must be Pushed Well — Sheep Shearing by Electricity—A New Attachment Plug on the Market.

The marked development shown in the handling of electrical supplies by the hardware trade should encourage those merchants who have hitherto been reluctant to put in a stock to start an electrical department. Properly pushed there is undoubtedly a good profit attached to the carrying of electrical supplies. The consuming demand is developing at express speed, and even where there is no electrical power plant pure and simple in the district, an ever increasing number of manufacturing concerns now supply their own electricity. Electrical supplies are easy to handle. They do not take up much room, as they are shelf goods, while they take their part in drawing other business to the store. The more varied the lines carried by the merchant the better prospect he has of attracting customers.

The hardwareman is the best distributor of electrical lines. He carries mantles and burners, oil lamps, etc., therefore as a natural sequence he should supply electrical wants. Electrical supply houses pure and simple live in large centres of population, and even then the average consumer would rather go to his hardwareman to get a lamp, bell, push button, etc., than to make a special journey to a regular supply house which may be situated miles away and probably expensive in price. Probably the reason which debars many merchants from starting an electrical department is a certain unfamiliarity with lines that should be carried, but a little intelligence and a study of different manufacturers' catalogues would soon make up for any lack of acquaintance with the articles concerned. The following stock would set out the merchant very well, and he could enlarge as he becomes more experienced in the handling of the goods. Of course he must be guided by the needs of the district. We might mention dry and wet batteries, wire, switches, cut offs, rosettes, cleats, knobs, porcelain tubes, key sockets, drop cords, fuse wire, and plugs, push buttons, light bulbs, and insulating tape. He should also carrying an assortment of shades, and also the few special tools that electricians need.

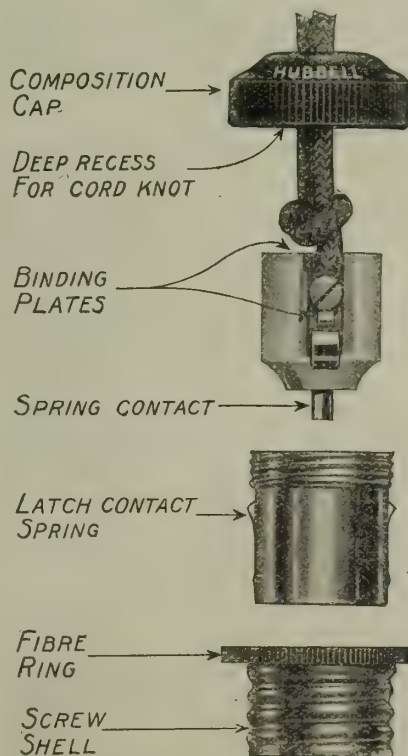
But of course the whole success of the department depends upon the way it is handled. There is little use in carrying electrical supplies unless the hardwareman pushes them well. The lines will not sell themselves, and unless the merchant brings all the selling power that he knows to bear upon the department, he might just as well leave the lines alone.

New Attachment Plug.

The need of a very small separable attachment plug has been met by the Harvey Hubbell Co., Bridgeport, Conn., who have put upon the market a new plug "5601" fulfilling these requirements. It has a push in cap, and but slight pressure is required to snap it into the base. The action is smooth, quick and definite, while the cord can-



Plug Assembled.



New Hubbell Attachment Plug.

not twist. Two stiff contact springs grip a groove in the base, and there the cap is held securely against vibration and undue strain on the cord. With the cap inserted, connection is safe and certain no matter what angle or for what purpose the plug may be used. The wiring is only a simple operation because the poles are right in sight. There are

no parts or screws to handle. A deep recess on the cap gives ample room to receive and conceal the cord knot. The plug can be used with any socket. The plug is well designed, and artistic in appearance. The sole agent for Canada is R. E. T. Pringle, of Montreal.

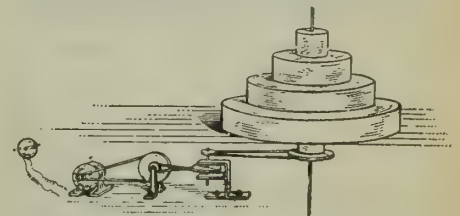
Electrical Sheep-Shearer.

Protection has been obtained in all the principal markets of the world for an electrical sheep shearing machine. The apparatus is easily transported, the motor, shafting and shears combined weighing not more than 24 lbs. A universal joint is one of the principal features of the outfit enabling the shaft to be moved in any direction without locking. Each stand has its own motor—a little ball shaped article which can be hooked to a bracket or beam overhead. Where no public current is available a generator of very compact form for connection with any source of power on the farm, is supplied, or else a complete generating outfit consisting of petrol engine and dynamo mounted on an iron bed plate. An electric grinder is also supplied. This electrical shearing machine is well spoken of, the absence of noise from overhead gear and the smooth regular running of the machine being particularly emphasized. As each shearer has an independent motor complaints as to one man getting a quicker speed than another are done away with.

REVOLVING PYRAMID CENTRE-PIECE.

A simple and effective mechanical display can be arranged by following the idea of the revolving pyramid shown in the accompanying illustration.

About the centre of the window floor



Revolving Pyramid Centrepiece.

place a pyramid, five feet in diameter at the base, and three and one-half feet high, constructed of one-half inch pine board. A platform in the window, the top of which is 14 inches above the floor will accommodate an electric motor underneath.

The motor shown was 1-15 horse power and was run from an electric light wire controlled by a switch. The motor capacity was about 1,500 revolutions per minute, so that it was impracticable to connect directly with the pyramid. Three speed reductions were obtained by belting the motor to successive pulleys of the proper size leading to the pyramid rod, causing the display to revolve approximately 60 times per minute.

THE DEATH OF CHARLES CREED.

Halifax, N.S., Jan. 5.—On the evening of the first day of the New Year, Charles M. Creed, a notable figure in commercial life of the Maritime Provinces, passed away at his home in Halifax. At the advanced age of 78 years, no one who knew Mr. Creed, would have thought of death. He was rosy and happy and active, and was generally thought to be likely to live for some years. He came from the Island of Newfoundland and inherited an iron constitution. He frequently told of his ancestors having lived to be very old. It was on the Island that he received his sound commercial training in the ship brokerage line. Few men could surpass him in neatness and accuracy of figuring, writing and bookkeeping, in his early days, and even up to the last his work was a marvel of correctness. For several years his chief occupation was secretary of the Maritime Board of Trade, in short he was the Maritime Board—it was generally conceded. He



THE LATE CHAS. M. CREED,

Whose Death Occurred in Halifax on New Year's Day.

was for many years secretary of the Halifax Board of Trade and was gifted with the ability to organize thoroughly and well as has been proven by the success of that body. Charles Creed was well liked by all who had anything to do with him. He supplied no end of amusement frequently at the Maritime Board meetings by his assertions of youthfulness and his declaration that he would run a hundred yards with any man and so on. He always tabooed the typewriter, and would sit far into the night to write in his immaculate tiny handwriting, as plain as print, his voluminous correspondence at times for his secretaryships. He was a familiar figure on the streets of Halifax and was known about the rotunda of the Halifax hotel by most men about town and in fact by large numbers from all over the provinces.

Personally he was a warm friend, and possessed sterling qualities which won for him respect socially and otherwise. He had a large family, some of whom

are living in the provinces, one daughter residing in New York City.

The Maritime Board lost one of its staunchest members last year in the person of the late M. G. deWolfe, and the late Mr. Creed in reading his resolution of condolence at the board meeting last August, wept copiously, feeling that as he said the board would never

be quite the same. It is curious that he should so soon require the same sad resolution to be made for himself. They had always been close friends of one another and naturally the separation caused Mr. Creed many regrets.

This paper offers sincerest sympathy and condolence to the family in their bereavement.

Trade News from the Atlantic to the Pacific

Death of Prominent Maritime Merchant—Business Conditions in Nova Scotia—Large Increase in Building in Ottawa—Large Claims for Gas Apparatus Invented by London Man—Port Arthur Citizens Erect a Publicity Padoga—Record Year's Business Reported From British Columbia.

HALIFAX.

January 3.—During the year just closed business in Nova Scotia came fully up to expectations. It was hardly to be expected by even the most sanguine that any rapid recovery from the general depression of 1908 could be affected within a year, but general conditions outside of the unfortunate coal miners strikes were satisfactory, and the commercial situation proved to be upon a sound basis as evidenced by the absence of any serious financial embarrassments. It is true that some businesses struggling along for several years past had to succumb owing to lack of active capital and accommodation; but these were not numerous, and the failures were chiefly of an insignificant class several of them having been caused by the strikes referred to.

The lumber and fish markets improved, iron and steel continued firm, and manufacturing industries active. The agricultural class will probably have more than their usual share of prosperity this year, as the result of the past year's abundant crops and good prices, and the prosperous condition of the farmers will as a consequence be followed up by industrial activity. Two years ago the outlook was far from reassuring on account of the uneasy feeling regarding the money markets. At the beginning of the year 1910 conditions have materially improved, and there is in evidence a confidence and optimism that augurs well for the future of the province.

The production of gold in Nova Scotia for the year just ended was in round figures 12,500 ounces, which shows a slight increase over the production of the previous year.

There is practically nothing doing now in the hardware trade, the mid-winter dullness having set in. All the hardware dealer are now sorting and taking stock.

The plumbers report business very active, the cold weather having made a stir in repair work. The stove dealers also report business brisk the demand for stoves being good for so late in the season.

As a result of the citizens of Sydney voting in favor of the establishment of a rolling mills plant, the Iron City of the east will probably have another big industry in the near future. The plebiscite was taken on Saturday, and the vote stood 1,550 in favor of granting the bonus, and 100 against. The promoters of the company are F. A.

Crowell of Sydney, Henry McArel of Glace Bay, and V. C. V. Wetmore and Henry Mitchell, of Dominion, C.B. The company proposes to proceed with the construction of the plant early in April, and the amount to be expended in construction, it is said will be over half a million dollars. The promoters say that after the company gets in proper shape and when the plant is being operated to its full capacity, that it will give employment to five hundred men, and that they will distribute annually for wages upwards of a quarter of a million dollars.

The future of Sydney looks very bright, as in addition to the establishment of the rolling mills, the extensions to the Dominion Iron and Steel Company's plant will give employment to a large number of men. J. H.

OTTAWA.

January 10.—Ottawa's building record for 1909 eclipses previous records. The valuation of structures erected last year was \$4,527,590 as compared with \$1,794,075 in 1908.

The holiday trade experienced by the hardware merchants here was very gratifying. The windows and stores were attractively arranged, and while many did not go in for special designs, yet all displayed their goods in an effective manner, and combined with a liberal use of printer's ink, succeeded in turning over a goodly portion.

The question of public conveniences will be brought before the city council by Ald. Bower. He states that he will move for the appointment of a special committee to report on the matter. His idea is to have a number of conveniences established in various parts of the city, and he proposes that the lavatories should be completely free, suggesting, however, that a charge might be made for soap, towels, etc., in the toilet rooms. Dr. Bower considers Ottawa has reached the size where public conveniences are absolute necessities.

G. E. M. H.

SMITH'S FALLS.

January 12.—A by-law was carried on January 1 to raise \$46,500 for a new Collegiate Institute, also one to raise \$16,000 to buy Foster's mill and water-power to generate power for the town pumping station.

The C. N. R. engineers are in Smith's Falls, making the final location of their

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

AGENCIES WANTED

A. G. KIDSTON & CO., Glasgow and London, Metal, Hardware and Machinery Merchants, have opened an agency for the Dominion of New Zealand at Wellington, N.Z., under the charge of Mr. R. L. D. Kidston. A.G.K. & Co. are open to negotiate Canadian agencies for the Dominion of New Zealand, where they have a large and influential "clientele." Communications to 81 Great Clyde Street, Glasgow. (5)

AGENTS WANTED.

*This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if **HARDWARE AND METAL** is given the opportunity to solve it.*

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

ARTICLES FOR SALE

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesalers.

SET OF TINNER'S TOOLS FOR SALE—In use only six months. Latest design. A bargain. C. J. Werner, Mitchell, Ont. (3)

\$50.00 **WILL BUY A 6 FT. CAST IRON CORNICE BRAKE**, Moore make, in good condition. The P. Hymmen Co., Ltd., Berlin, Ont. (2tf)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware and tinsmithing business in Southern Manitoba. Stock \$7,000, turnover \$20,000. Business established 18 years. Buildings can be leased if desired. Owner retiring from business. Box 931, **HARDWARE AND METAL**, Toronto. (3)

FOR SALE—**HARDWARE, STOVE** and tinsmith business; good village, County Middlesex; stock \$3,000; snap. Box 888, **HARDWARE AND METAL**, Toronto. (tf)

FOR SALE—Hardware, furniture and implement business in thriving district in Saskatchewan. No direct opposition. Turnover during the last eight months \$18,000 at good profit. Stock and fixtures \$5,500. Property \$4,500, on easy terms. Good reasons for selling. Box 932, **HARDWARE AND METAL**, Toronto. (5)

GENERAL HARDWARE, STOVE and **BICYCLE** business in a good Ontario village. Two railways. Stock about \$4,500. Partner having died reason for selling. Will sell at a rate on the dollar. Apply to Box 938, **HARDWARE AND METAL**, Toronto. (6)

HARDWARE BUSINESS, good town, stock \$5,500, terms 90c. on the dollar. Canadian Northern building through town. Reason for selling, owner going to British Columbia. Store rent \$125 per year. Apply Box 941, **HARDWARE AND METAL**, Toronto. (5)

HARDWARE BUSINESS FOR SALE—Good running business in town of over 6,000 in Western Canada. Stock about \$20,000. Tinsmithing, furnace work, plumbing and steam heating. Ill health owner's reason for selling. Will sell for cash or arrange for very reasonable terms. Building can be bought at a low price or leased at a reasonable rate for term of years, or would consider an active partner with good hardware experience. Box 939, **HARDWARE AND METAL**, Toronto. (4)

BUSINESS WANTED

A GOOD PAYING HARDWARE BUSINESS; about \$4,000. Give full particulars, locality, turnover, price, etc. Box 940, **HARDWARE AND METAL**, Toronto. (3)

MISCELLANEOUS

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, **HARDWARE AND METAL**, Toronto. (tf)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

COUNTER Check Books—especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

ERRORS AVOIDED, LABOR SAVED Using the Shopper or Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FOR FILING PAPERS, LETTERS and vouchers, fastening bulky envelopes or backing statements the ACME No. 2 Binder is indispensable in every office. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

GET THE BUSINESS; INCREASE YOUR SALES—Use Multigraph typewriter letters. The Multigraph does absolutely every form of printing. Saves you 25 p.c. to 75 p.c. of your printing bill. Multigraph your office forms, letterheads, circular letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto. (tf)

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SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

USE the best carbon paper. Our "Klear Kopy" Carbon gives clear, unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WE ARE OFFERING A FEW SPECIAL BARGAINS in Remington and Smith Premier Typewriters. These are real bargains. The Monarch Typewriter Co., Ltd., 98 King Street West, Toronto.

WHEN buying bookcases insist on having the best on the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Limited. General offices, Woodstock, Ont. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writings Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

MISCELLANEOUS

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us today. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont. (tf)

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease—no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ont. (tf)

YOU DON'T buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

\$75 buys the best duplicating machine on the market. ACME prints anything a job printer can. Complete outfit: Acme Machine, stand with type cases, drawer for accessories, 20 lb. typewriter type, chase, Acme ribbon to match typewriter, pair tweezers, quoin, key, set of registers. Guaranteed. Acme Duplicator Co., Baltimore, Md., U.S.A. (tf)

SITUATIONS VACANT

PRACTICAL TINSMITH AND FURNACE SALESMAN WANTED for western town. One who knows the strong points of the "Sunshine" and the most modern ideas for the installation of same. Good pay for the right man. Apply, The McClary Mfg. Co., London.

STOVE AND HARDWARE SALESMAN FOR WESTERN CITY. He must be a good "McClary" man, acquainted with the construction and operation of stoves and a thorough hardware salesman. A great opportunity for a hustler. Liberal salary in proportion to qualifications. Apply, giving references, to The McClary Manufacturing Co., London. (3)

WANTED—**WASHING MACHINE SALESMAN**—Traveling salesman, thoroughly experienced in selling washing machines. Must be a first-class man having a large acquaintance with buyers and an established trade on washing machines. Salary, expenses and good commissions. Fine opportunity for permanent connection with an old established firm. State in first letter your age, experience, present connection, references and salary expected. Your communications will be treated as strictly confidential. Address, "Manufacturers," P.O. Box 11, Station A, Cincinnati, Ohio. (3)

YOUNG MAN, eight years' experience in hardware business, both wholesale and retail, wishes inside position, city preferred. Can give best of reference. Apply to Box 934, **HARDWARE AND METAL**, Toronto. (4)

SITUATIONS WANTED

SITUATION WANTED—As hardware salesman, 8 years' retail and road experience. Would prefer city job. All references. Box 936, **HARDWARE AND METAL**, Toronto. (5)

TECHNICALLY TRAINED, experienced and practical factory manager or assistant, open shortly for engagement. Strong on production and organizing department. Age 35. Write Box 933, **HARDWARE AND METAL**, Toronto. (1tf)

WANTED—Position as traveling salesman, or would take position in retail store; fifteen years' experience in hardware and plumbing supply business, ten of which were spent on the road. Box 937, **HARDWARE AND METAL**, Toronto. (3)

Ottawa to Toronto line. It is expected that construction of this line through Smith's Falls will be started this year.

At the council meeting on January 11, Mayor McCallum suggested the passing of a plumbing by-law. Alderman Code gave notice of a by-law to regulate plumbing, and it will come up for discussion at the next meeting of the council. G.C.K.

LONDON.

January 11.—"We will give a farmer a plant for his home, and to light his barns, and give him machinery for his shop and horses, and the same power will wash clothes and wring them and iron them." This is one of the claims made by William Gray for a new system of gas lighting and gas power. In regard to the gas used in railway cars he says there is trouble at present on account of the danger in case of an accident of the gas blowing up and burning people.

"It is non-explosive," says Mr. Gray, "and any person—boys of 10 years—can use it, as long as they can tell white from black. It will run an automobile into the country 150 to 200 miles. Take 15 pounds more of our solution and get a tub of water from a farmer, and as much farther."

The Battery Light & Power Co. are to manufacture the apparatus. W.E.E.

GUELPH.

January 11.—Samuel Penfold, senior member of the firm of S. and G. Penfold is one of the new aldermen this year. He is a keen business man and is expected to make a valuable alderman to the city.

Superintendent O'Bourne, of the C. P. R., while in the city the other day stated that the new C.P.R. station would be built this year. It will be situated near Goldie's mill, in the northern part of the city's business section.

Harry Mahoney was re-elected as alderman for the year 1910 with a very handsome vote. In fact, he was fourth on the list, and this year there were only 11 aldermen elected, and it was by general vote, and not by the old ward system, so the Quebec Street plumber well deserves the handshakes and congratulations that are coming his way at present. H. S. N.

CHATHAM.

January 11.—The machinery for the Modern Malleable Range Co.'s stove and range factory, which will shortly start operations here is being shipped in from Leamington and will be installed in the premises formerly occupied by the Chatham Motor Car Co. These buildings will be used till the completion of the proposed large factory, the contracts for which are now in the hands of John Piccott & Sons, of this city.

The premises at present occupied by Jas. A. King, hardwareman, have been purchased by the C. Austin Co., and will be added to the latter's dry goods store. Mr. King's future location has not yet been announced.

Last Wednesday night the officials of the Canadian Wolverine Co., manufacturers of brass goods and plumbers' sup-

plies, tendered a banquet to their salesmen at the Hotel Sanita here. At the beginning of every year the company calls its salesmen in for the purpose of instructing them in new prices and new lines, and the banquet is a feature. This year's affair was an excellent one. Those who participated were President Louis A. Cornelius; Secretary, A. S. Lamond; Superintendent, C. S. Cornelius, J. J. Cornelius, foreman of the shipping department; C. H. Bakemeyer, Ontario salesman; W. H. Darling, Western salesman; F. T. Taylor, B. Solk and J. Zimmer. H. E. Johnston, Montreal representative, was unable to attend, being ill in Toronto.

W.E.P.

BRANTFORD.

January 15.—In the annual report of the chairman of the J. H. Stratford Hospital board, he recommended a complete overhauling of the heating system, including the installation of a new boiler.

Howie & Teely hockeyists and Turnbull & Cutcliffe's team in the Hardware League met last week in an exciting game, the former winning, 7—0.

Trade for the most part is quiet after the Christmas rush. Snow shovels, ice creepers, and winter sporting goods are active, the latter, in view of the opening of a free open air rink by the city, especially so. The snowshoe and ski club activities are responsible for the good demands for these lines.

Telephone City stoves of this city, close their retail store this week.

Pow & Wilcox, Tillsonburg, had a puzzle contest in their window at Christmas. Torren's hardware store, Tillsonburg, had a jar full of copper coins, the gusser who came nearest the correct number taking them all. There were 585 coins, and J. A. Mills was the winner.

George McCrae, superintendent of the Goold, Shapley & Muir factory, Brantford, was in Dunnville last week, endeavoring to form a stock company for the manufacture of gas, gasoline engines and mining machinery there. The town is being asked for a loan of \$30,000, and the citizens of Dunnville are being asked to subscribe \$25,000. The company will employ 50 hands to start, and eventually 100 hands.

W. A. Hossie, of the Diamond Flint Glass Co., Winnipeg, was a visitor at his home here, last week. A.W.

WINNIPEG.

January 12.—The police authorities of Brandon, Man., have commenced a campaign against pedlars and traveling salesmen. For some time the pedlars' license by-law has been ignored in both Winnipeg and Brandon. And although the guilty parties have escaped the force of the law in Winnipeg, it is believed that the action of the Brandon police will tend to curtail future transgressions in this regard. On January 10th in the Brandon police court two calendar canvassers were each fined \$10 and costs.

The Athabasca Oil and Asphalt Co., capitalized at five million dollars, most of the officers and directors being citizens of Winnipeg, was on Saturday organized for the exploitation of the resources of that part of Alberta which lies about two hundred and fifty miles north of Edmonton. The territory has long been known to contain valuable oil and asphalt products. The company which will immediately apply for a charter, represents a merger of the various syndicates, many with powerful interests behind them, which have been active in the oil fields. Two-thirds of the combination represents Canadian capital and the remainder American.

W. H. Sutton, formerly clerk in Hingston-Smith's sporting goods store, and later manager of the sporting goods department in The Ashdown retail, has been promoted to the managership of the sporting goods department in the wholesale house.

The George D. Wood company, which has just been incorporated as the Wood-Vallance Hardware Co., with a capital stock of one million dollars, will likely increase their warehouse facilities here by the addition of one or two stories to their present building.

At a meeting of the Commercial Travelers' Council of Minneapolis on January 8, F. J. C. Cox, of Winnipeg, a hardware manufacturers' agent, and grand chancellor of the United Commercial Travelers' Association, recommended agitation for better railway accommodation.

C. L. Devitt, for a number of years a traveler for Lewis Brothers, Limited, Montreal, and C. Ross Young, a traveler for the London Specialty Company, Winnipeg, have each joined the traveling staff of the Miller-Morse wholesale house.

The retail hardware merchants' association met on the evening of January 10 in the travelers building, and discussed many items of interest.

L. C. H.

VICTORIA.

January 6.—Trade for the year just ended has broken all trade records.

Interviews with business men in all branches of trade confirm the opinion that 1909 has been a banner year. Figures from Public departments show a very marked increase over all previous years. With the hardware trade, while it is hard to get actual figures this early in the year, cash receipts are so far ahead that there is no doubt that the past year has been the best on record.

Figures from the building inspector's office show returns for the 12 months to be \$500,000 ahead of 1908, the figures for 1909 being \$1,773,420, with an additional \$250,000 for the the suburbs, Oak Bay, Saanich and Esquimalt.

Contracts have been signed for the erection of the new building for the Times Printing & Publishing Co. The contractors are Adkison & Dill, and the contract price was \$70,000.

The B. C. Electric Railway Co. have purchased a piece of property with a view to the erection of terminal facilities for a freight and passenger service opening up the Saanich peninsula a distance of about 20 miles. W.B.C.

PURE**HOW ABOUT IT, MR. DEALER?**

Your stock is not complete without *Stephens* goods on your shelves. Everyone is demanding *Stephens* own manufactured lines owing to our far-reaching system of advertising, a campaign that reaches practically every consumer west of the Great Lakes. Our

Stephens

packages are the most attractive you ever saw, they add beauty to the store and contain only one grade of material—the best. Here is a proposition for you, Mr. Dealer. We create the demand in your community—you supply it and take the profit—can anything be fairer? Write us re our agency proposition. We ship all orders same day received.

G. F. STEPHENS & CO., LTD.
WINNIPEG, MAN. CALGARY, ALTA.

PAINTS**R
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D****CORRUGATED IRON**

We make it—either painted or galvanized—in 3, 4, 6, 8, 10 foot lengths. In 27½ inch or 33 inch widths.

Metal Siding and Shingles

Galvanized or painted, all weights.

SEND US YOUR ORDERS

WINNIPEG CEILING & ROOFING CO.

Sheet Metal Manufacturers
FORT ROUGE, WINNIPEG

**Are
Your
Goods
on
The
Market?**

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?

Advertise in the Condensed Ad. columns of Hardware and Metal and **Tell Us If You Don't Get What You Want.**

**In the
Beginning**

that's when

Pease Furnaces

Cost most. The best iron and steel used in proper quantities and assembled by only expert workmen backed by an experience of over thirty-five years is worth money—cost money.

In the End

that's when

Pease Furnaces

cost least, because the life of a Pease furnace is long—it gives satisfaction all the time, and means reduced repair and fuel bills.

You can add to your list of pleased customers with a Pease Agency.

Write for Catalogue

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Jan. 14—The past year's trade has been so heavy as to force manufacturers to make advances. Raw materials became much more scarce and the increase in labor and machinery has all tended to make markets strong. The fact also that many lines continue to go out well so early in the new year, is sufficient to indicate that the trade will be heavy so long as congenial circumstances prevail.

We quote advances on annealed and bright iron wire, pressed spikes, corrugated iron and sheet zinc, and it will be noted that these particularly are the lines that have a wide use in the west at the present time.

Although wholesale shipments are small at present as compared to what it will be in a few weeks yet specialty and immediate shipment orders are coming in well. Heating goods of all kinds have a good market. Kitchen utensils, lanterns and ice tools are among the heaviest selling goods.

Winnipeg Quotations.

Wire—Barbed wire, 100 lbs., \$3.15; plain twist, \$3.40; staples, \$2.90; annealed wire, \$3.00 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Poultry Netting—57½ per cent.

Horseshoes—"M R M" and "Bell" iron. No. 0 to 1, \$4.50; No. 2 and larger, \$4.25; snowshoes, No. 0 to No. 1, \$4.75; No. 2 and larger, \$4.50; steel, No. 0 to 1, \$4.85; No. 2 and larger, \$4.60; feather-weight, \$6.

Horse Nails—"MRM" cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb boxes.

Wire Nails—\$2.80 Winnipeg and \$2.35 Fort William.

Cut Nails—\$3 per keg base; pressed spikes, \$3.50 base, usual extras.

Screws—Flat head, iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Bolts—Carriage ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Rivets and Burrs—Iron rivets 55 per cent. Copper, No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½; 10, 33c per lb.

Harvest Tools—50 and 5 p.c.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Blocks—Steel, 45; wood, 60 per cent.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Stove Pipes — 6-inch, \$8.69; 7-inch, \$9.31.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced 30; japanned ware 35.

Iron Washers.—Full box, 45 p.c.; smaller lots, 40 p.c.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Logging Chains—5-16, \$5.50; ¾, \$5; 7-16, \$4.70.

Enamelware.—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Grindstones.—Per 100 lbs., \$1.65.

Wringers.—Royal Canadian, \$35.00; new easy, \$39.00.

Crowbars.—4½c. per lb.

Steel Square.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—21c per lb.

Lanterns.—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Rope.—Sisal, 9½, pure manila, 11; British manila, 9½; lath yarn, 9½c.

Corrugated iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Bar Iron.—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.50; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Pig Lead.—\$5. Lead pipe, \$6.

Sheet Zinc.—Casks, \$7.75; broken lots, \$8.50.

Copper.—Planished copper, 33½c per lb.; tinned, 24c.

Iron Pipe—Black pipe, ¼ in., \$2.45; ⅜ in., \$2.85; ½ in., \$3.50; ¾ in., \$4.25; 1 in., \$6.10; 1¼ in., \$8.30; 1½ in., \$10; 2 in., \$13.30; 2½ in., \$21.75; 3 in., \$28.60; 4 in., \$40.75; 5 in., \$50; 6 in., \$65. Galvanized: ¼ in., \$3.50; ⅜ in., \$3.85; ½ in., \$4.25; ¾ in., \$5.50; 1 in., \$7.90; 1¼ in., \$10; 1½ in., \$13.20; 2 in., \$17.60; 2½ in., \$29.

Fittings.—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Galvanized Iron—Appolo, 16 gauge, \$3.65; 18, \$3.70; 20, 3.75; 22 and 24, \$3.85; 26, \$4.05; 28, \$4.45; 30-gauge or

10½-oz., \$4.65; Queen's Head, 20, \$3.85, 24, \$4.05; 26, \$4.45; 28, \$4.65.

Tin Plates—I.C. charcoal, 20 x 28 full box, \$9; ¼ box, \$4.75; IX. full box, \$11, ¼ box, \$5.75; IXX., full box, \$13.50; ½ box, \$7.

Terne Plates—I.C. plates, \$8.50.

Canada Plates.—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40, full polish, 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline, 24c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; National Light, 25c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c; Acme Lamp, 30c; White Lily, 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils.—White Lead, pure, \$6 to \$6.50, according to brand, bladder putty, in bbls., \$2.50; in kegs, \$2.55; turpentine, bbl. lots, 90c per gal.; linseed oil, raw 88c; boiled, 3c per gal. advance on this price.

Ammunition.—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof, do., \$8; honker, in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins (50 lbs. bulk), per tin, \$26.50.

Weather Strip—Wood and felt, No. 61, \$1.25 per 100 feet; No. 62, \$1.75; No. 64, \$2.25. Blue felt, 40 cts. per pound.

TRADE NOTES.

O. J. Johnson, hardwareman, Penhold, Alta., is dead.

Erickson, Hellekson & Co., hardwaremen, Halbrite, Sask., are succeeded by Hellekson & Co.

A. E. Ferris and F. Simms have purchased the hardware store of H. M. Steeves & Co. at Rosebank, Man.

R. J. Cutten, Olds, Alberta, has purchased the business of the Hamner Hardware Co., in that place.

Fire burned the hardware store of Montjoy Bros. at Heward, Sask., last week. The premises were insured.

Jacob Kliever, hardwareman, Saskatoon, contemplates taking an extended trip to Chicago, Toronto and Montreal.

Mr. Marshall, of the Marshall & McNeil Hardware Co., Warner, Sask., was presented with a son the last day of 1909.

Edward Barry, manager of the Canada Paint Co.'s Winnipeg branch, was presented last week by the staff and travelers with a smoking set and cigars, and an address, wishing himself and Mrs. Barry every happiness for the new year.

HARDWARE PATENTS.

The following is a list of patents issued by the Canadian Patent Office on December 28, relating to hardware and metal, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa.

122872. G. G. Jones, St. Catharines, belt tools and punches, F. P. & R. L. Smith.

122893. W. B. Pearson, Chicago, E. R. Seward, Hartford, Conn.; chucks, Standard Screw Co.

122902. J. L. Mohun, New York City, expansion bolts, Diamond Expansion Bolt Co.

122909. M. L. Shinn, W. H. Kidd, Los Angeles, nut locks.

122914. T. J. Barbre, Denver, lubricating valves.

122921. C. E. Bradford, Lakeview, Wash., wrenches.

122969. A. Kruger, Berlin, Ont., razors.

122978. T. Marko, Budafok, Hungary, Yale locks with bevelled keys.

122990. F. M. Prather, Los Angeles, clutches.

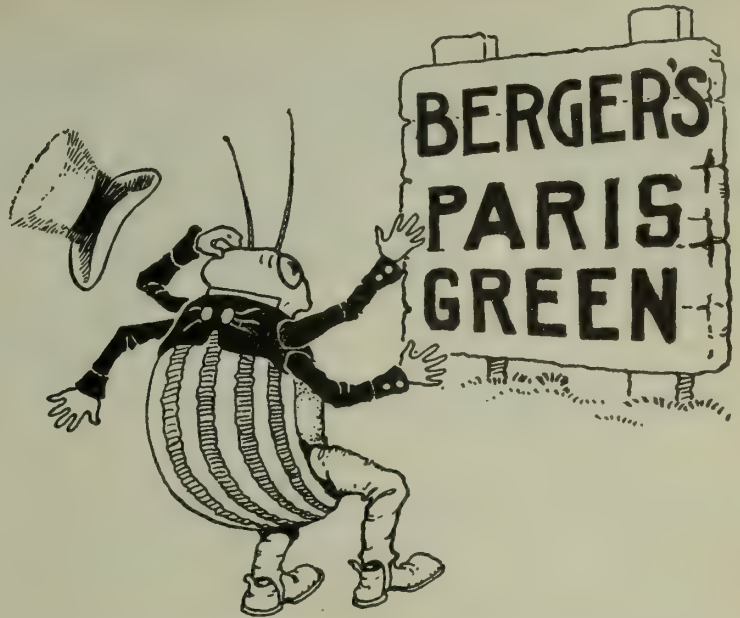
123008. B. F. Sparr, New York City, gears.

LANDLORD HAS NO PRIORITY.

An interesting point of law to merchants generally, in that it was shown that landlords have no preferred claim on insurance moneys, was set out in the case of Alexander Millar against Richard Tew, appealed by the defendant from the judgment of the Chancellor, to the Divisional Court, at Toronto, which has allowed the appeal with costs. The plaintiff is a merchant of Pembroke, and the defendant is an accountant and assignee of Toronto.

The question which came before the Divisional Court as a stated case, was whether the plaintiff, being a creditor of Samuel E. Mitchell, Pembroke, for \$300, rent owing by him for one year immediately preceding his assignment, is entitled to a preferential lien therefor on the moneys in the assignee's hands. The Chancellor held that the plaintiff was entitled to rank as a preferred creditor for the \$300.

Justice Clute was also of the opinion that the plaintiff should be declared entitled to payment of the \$300 as a preferred creditor out of the insurance moneys in the hands of the defendant, but Chief Justice Mulock and Justice Magee hold that the only funds in the assignee's hands being the insurance moneys, and which are not the proceeds of the tenant's goods subject to the landlord's lien, there is no fund to which the lien applies, and, therefore, the landlord is not entitled to any priority, but must, in respect of his debt, rank rateably with the other unsecured creditors.



There is a good volume of business and margin of profit for you in Berger's Paris Green.

It's the Green that every dealer in the Dominion can handle with the assurance that he is giving his customers general satisfaction, because it is—light in gravity, stays well in suspension, requires little stirring, produces a uniformly poisonous spray and covers a wide acreage. Berger's Paris Green is always *strictly pure*. Write for prices on spring delivery.



THE SHERWIN-WILLIAMS CO.

784

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.



"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



MAKE 1910 A RECORD YEAR

We can help you do this with the **Martin-Senour 100% Pure** Paint and Specialties

OUR SALESMEN WILL BE PLEASED TO TELL YOU ABOUT THE GUARANTEE
WITH EVERY GALLON OF OUR PAINT—IT'S A GREAT SELLING HELP.

The Winnipeg Paint and Glass Co., Limited

EDMONTON

WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Toronto Wire Nail & Tack Co. will erect a \$4,500 factory.

The National Wire Co. has purchased a factory site at Toronto.

The Beaver Mfg. Co., Buffalo, makers of wood fibre material, contemplate establishing a branch factory at Ottawa.

According to the terms of a contract just closed Windsor will add a third automobile factory to its list of industries within the next two months. All the companies are branches of Detroit concerns.

A building permit has been granted to the Canada General Electric Co. for the erection of a large brick warehouse at Vancouver. The structure will cost over \$30,000. Murray & McMillan are the contractors.

A company capitalized at \$150,000 has been formed in Vancouver to manufacture the automatic car fender, crude oil burner, automatic dump car release and other inventions of Henry Clay Jordan, of Vancouver.

The municipality of North Vancouver has agreed to guarantee the interest on \$200,000 of debentures of the Imperial Power Shipbuilding and Dock Corporation, for a period of ten years, and will exempt the company from taxation for a like period. The company agree to spend the sum of \$300,000 on construction and plant alone. The manufacture of railroad cars will be undertaken.

A plebiscite of the citizens of Sydney showed them to be almost unanimous in wishing to grant a bonus for the new Rolling Mills Company to be established. The company comprises Henry McAre, of Glace Bay; C. V. Wetmore, Henry Mitchell, of Dominion, and F. A. Crowell, of Sydney, and will spend \$550,000, while the amount to be spent during construction in wages will be in the vicinity of \$150,000. The plant will employ 500 men.

Municipal Undertakings.

Montreal may construct a filtration plant in connection with its waterworks system.

The Works Committee of the Regina city council recommend the spending of \$363,000 on a trunk sewer.

Public Buildings.

A new \$16,000 separate school will be built at Fort William.

An isolation annex will be added to Guelph's General Hospital, and a new nurses' home will be erected.

The Delatre street school at Woodstock, Ont., will cost \$15,197, exclusive of the heating and plumbing systems. The contract for this school was let to Geo. Adams.

The New Westminster hospital board will call for competitive plans for the new hospital. The proposed hospital will cost in the neighborhood of \$100,000 and must be designed to accommodate about 100 patients.

The contract for tearing down the old section of the Beale school at Woodstock, Ont., and for erecting in its place a four-roomed addition was let to the firm of Nagle & Mills of In-

gersoll, whose bulk tender of \$11,054, was the lowest of the several tenders received. This figure includes the entire work on the building, with the exception of the installation of the heating and plumbing systems, which will be dealt with later.

General Building.

The Star Publishing Co., Toronto, will build a \$10,000 addition to its building.

Col. Sir H. M. Pellatt, Toronto, has taken out a permit for foundation for dwelling to cost \$30,000.

The Toronto General Trusts, will erect at Toronto an eight story brick and steel office building, to cost \$375,000.

A three-storey apartment house, to cost \$14,000, will be erected at Toronto, by Mrs. E. D. Y. Cohen.

J. D. Byrne has received a permit to build a \$17,000 addition to his apartment house at Vancouver.

J. Curry will build a brick addition to the apartment at Charles and Church Streets, Toronto, at a cost of \$16,000.

The Y. M. C. A. have purchased a site on College Street, Toronto, on which a new central building will be erected.

At a meeting of the directors of the Vancouver Labor Temple Co., Architect Hooper was engaged to prepare the plans for a \$60,000 structure.

The Home Furnishing Co., Toronto, has purchased a site on King Street, just west of the Terminal Hotel, for \$15,000, and will erect on it a four-storey store in the spring.

St. John is soon to have a new office building of the modern type fitted with all conveniences usually to be found in such a building. The building will be erected on the market square.

Storey & Van Egmond have awarded the contract for a store building at Regina for F. M. Crapper, to contractors Dand & Woods. The building will cost when completed about \$10,000.

Plans for the erection of a large and costly apartment house to be located at Vancouver have been submitted to the civic authorities there. The cost of the entire structure will be \$120,000. W. A. and J. R. Lighheart are the contractors.

Ex-Ald. Charles Wilson, of Vancouver, has presented plans for a brick block which will be erected there. The permit for the work will be taken out shortly. The building will be five storeys in height and will cost in the neighborhood of \$75,000.

Two costly apartment houses are to be built in the near future at Vancouver. One is located on Howe Street. It will cost \$20,000, and is being constructed by Hector Macpherson. The other is to be erected on Broadway. It will cost \$7,000. W. Winn is the contractor.

The plans for the addition to the Empress hotel at Victoria, costing, when completed and furnished in the neighborhood of \$150,000, have been approved by the Montreal authorities, and have arrived in Victoria. The plans

call for the addition to be built over the existing kitchen annex, the superstructure to be of six storeys. Tenders have been advertised for. The addition will contain 68 bedrooms.

Railway Development.

The C.N.R. has purchased a station site at St. Catharines.

There is a project on foot at Vernon, B.C., to build a tram line through the Okanagan valley from Endorby to Penticton and Summerland to handle the rapidly developing fruit and produce business of the district.

The charter granted to the Northern Empire Railway Co. and the Manitoba and British Columbia Railway Co. has been transferred to a new company headed by Henry Roy, a millionaire. Capitalization, \$4,500,000. Among the projects is a line through Peace River Crossing into Dawson and another east from McMurray to Fort Churchill on the Hudson Bay.

Work has already been started in the Okanagan Valley, B.C., on the construction of the first gyroscope railway in America, to be devoted to commercial transportation purposes. The line of railway will encircle Okanagan Lake, touching all points on the shores of that large body of water. Spur tracks will be run to any nearby point where possible business justifies such extensions.

Officials of the Canadian Pacific Railway, in Winnipeg, have made an appropriation, providing for the construction of fifty miles of the Kootenay Central Railway this year. It is proposed to start work early in March at or near Wardner station on the Crow's Nest Pass Railway. Tenders will likely be called for early in February. The new line will open up some fertile and agricultural fruit-growing districts in the interior, including the famed Windermere Valley. The route extends north through the Kootenay Valley and thence via the Columbia Valley to Golden, a distance of 160 miles.

The weather in the west has been so exceptionally fine that good progress is reported as being made by the builders of the Grand Trunk Pacific. Freberg & Stone, sub-contractors under Foley, Welsh & Stewart, are drilling a tunnel nearly 400 feet long near Omineca on the upper Skeena river. Construction work on the east end of the Grand Trunk Pacific, also owing to the unusually favorable winter, is still going on. Down in New Brunswick the rails have been laid from Cains river westward as far as Nappadoggan Lake, where in the heart of the great Mirmachi forest a divisional point has to be established.

New Companies.

Thomas Meredith & Co., Toronto; capital, \$40,000; to manufacture and deal in hardware and kindred goods. Provisional directors are Thos. Meredith, Richard Meredith and Austin Meredith, Toronto.

BLUESTONE

FOR SPRING DELIVERY

Lowest prices for
the best quality.

A. G. LESLIE & CO.,
MONTREAL LIMITED

BEST SELLER of the season

"DAISY"



Indoor
Sanitary
Earth
Closet

Neat

Compact

All Metal

Ventilated

The Daisy is all Metal except the hardwood seat. No odors can permeate it. Easily set up and sanitary.

PRICE \$10.00

Liberal Discount to the Trade.
Write for Descriptive Circular.

The Toronto Furnace and
Crematory Co., Limited

72 King St. East, - Toronto



Hammer the Hammer
Accidental Discharge Impossible

Hammer the Hammer



Nothing will fire *this* revolver but pulling the trigger. Let it fall from the table, from your pocket kick it across the room—hammer the hammer—*nothing* doing until you pull the trigger.

Sell What the Public Wants

The demand for Iver Johnson revolvers has grown every year because we make an absolutely safe, and absolutely good revolver, and back it up with advertising in the big national magazines and the sporting publications.

More than 2,000,000 Iver Johnson Revolvers have been sold.

Handled through the trade only—never on "premium" lists—never sold by mail where the dealer will handle the inquiries we refer to him.

Send for Dealers' Catalogue or give your jobber an order

Iver Johnson's Arms & Cycle Works, 330 River St.
FITCHBURG, MASS.

Pacific Coast Branch—Phil. B. Bekeart Co., San Francisco, Cal.

Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

IVER JOHNSON SAFETY AUTOMATIC REVOLVER



THE SECRET OF GOOD IRON IS IN THE HEATING.

That is the reason
LONDON BOLTS and BARS

have such a large sale among
the builders, contractors,
blacksmiths and iron workers.

Are you selling them,
Mr. Hardwareman?

Sales Agents:

Ontario, Baines & Peckover,
Toronto

Manitoba, Bissett & Loucks,
Winnipeg

LONDON ROLLING MILL CO., LTD.

LONDON, CAN. ®

Convention of Brandram-Henderson's Travelers

Business and Pleasure Well Combined—President Henderson Outlines How Perseverance and Hard Work Can Overcome difficulties—The Importance of the Saleman and the Advertising Campaign—Branch Being Opened at Toronto.

At this year's convention of the traveling staff of Brandram-Henderson, Limited, Montreal, held at their works, Mile End, Montreal, the following were in attendance: Jos. R. Henderson, president and general manager; George Henderson, manager of the Maritime branches, Halifax; G. M. Edwards, manager of the Montreal Paint and Color Works; J. Irwin, Montreal sales manager; C. F. Smith, Halifax, A. H. Ellis, Maritime Provinces; W. A. Church, St. John, N.B.; E. W. Charlton, Quebec; Gaston Lemoine, Eastern Townships; F. A. Markum, Montreal City; W. H. Smart, Eastern Ontario; H. V. Lawlor, Northern Ontario, and Neil Macdonald, Western Ontario.

A definite programme for the convention had been fixed, so that there was no wasting time, and the fact that business and pleasure had been nicely combined made the union a most pleasant one, while not detracting from the importance of the event, or the benefit that such gatherings must have upon the boys.

The representatives were heartily welcomed by the president, who expressed his gratification at seeing them there, and his pleasure at their evident appreciation of the convention. He was



J. R. HENDERSON,
President and General Manager Brandram-Henderson, Ltd., Montreal.

proud of the good work they had done during the year. A trip was then made through the lead corroding plant and paint factory, which was an eye-opener

to those from distant parts of Canada who had not been in Montreal since their completion.

After luncheon addresses were given by George Henderson on "White Lead and Its Advertising," by Geo. M. Edwards on "English Liquid Paint and Its Advertising," and by John Irwin on the company's latest varnish stain specialty—"China-Lac," and the advertising campaign generally. In these addresses the high price of raw materials was alluded to, particularly linseed oil, necessitating higher prices on several lines, as the standard of quality must be maintained. The outlook for the market was for still higher prices, and deal-



GEORGE HENDERSON,
Manager of Brandram-Henderson's Maritime Branch at Halifax.

ers would find it necessary to advance their selling prices in proportion to the increased cost. In the evening there was a theatre party. The next afternoon E. W. Charlton took the chair and many suggestions from the salesman to the management as to the best means of promoting sales were brought forward.

The Banquet.

The great social event of the convention was the banquet at the Place Viger Hotel. Mr. Henderson presided, while Nelson McKim, of the McKim Advertising Agency, and F. J. Arrowsmith, of Hardware and Metal, were special guests. The dining room was magnificently decorated with flowers, shaded

lights, etc., while the ladies' orchestra of the hotel played during the evening. The dinner was good, the speeches not too long, while the jolly time that the boys had had at the hands of the firm, and the loyalty inspired by the sincerity of the "heads," found expression in no half-hearted words of approval, "Who could help being a good salesman, when



G. M. EDWARDS,
Manager of Brandram-Henderson's Paint and Color Works at Montreal.

with such a firm?" was the keynote of the speeches, while there was no mistaking the general esprit de corps of the whole staff.

After the toast to the King, E. W. Charlton proposed, amid rousing cheers, the President. On rising, Mr. Henderson gave an interesting history of the rise and development of the house of Brandram-Henderson. In the words of succeeding speakers such a history was an apt illustration of how "dogged does it." The difficulties that had been surmounted by Mr. Henderson were an encouragement to every one. Mr. Henderson described how manufacturing operations were first started in a small way at Five Islands, N.S. In 1876 he joined forces with C. H. Potts, and in 1881 made the first great move to Halifax. There the concern flourished, and when an alliance was made with the English firm of Brandram Bros. & Co., gigantic strides were made. In 1897 the firm opened a branch in Montreal, which was subsequently taken charge of by Mr. Edwards. In 1906, the most important move of all was completed when Brandram-Henderson, Limited, was formed to take over the operations of Henderson & Potts, and the Canadian interests of Brandram Bros. & Co., London, England, and to corrode white lead in Montreal, Canada, by the Brandram B.B. process.

There was no need of his telling of the success that had attended them in the Metropolitan City, the corroding plant and the paint factory were sufficient illustration. Their development all over the country had been very rapid. They were now about to open a branch at Toronto at which their Montreal sales manager, J. Irwin, would be resident manager, and they were represented at Winnipeg by the Marshall-Wells Company. They were also developing a heavy export business in all branches of their products. He must give credit to those who had assisted the management in building up the business. He had sold paint himself, and he knew how hard it sometimes was, and what discouragements were often met on the road. He thanked his staff for so materially aiding in the success of Brandram-Henderson.

When the boys had done cheering, George Henderson proposed a toast to



JOHN IRWIN, MONTREAL,
Appointed Manager Brandram-Henderson's New Branch at Toronto.

the salesmen, and alluding to the chairman's reference to the part taken by the salesmen in the building up of the firm, said he wished to drive home their appreciation of the hard task of the traveler. He instanced how joy and disappointment followed each other in the efforts to obtain orders, and whether success or failure followed the traveler's call, how hard he had to work. It must not be forgotten that the salesman was regarded by one half of the customers as the "house" itself. Upon him depended the reputation of the firm, and therefore it could be seen how important a personage a salesman was. He was proud to say that their house was well looked after. Their travelers had the confidence of the management who sympathised with them in their non-success

"the finish" "that endures" Floorglaze

Costs you nothing to see what our new Floorglaze proposition is. A postal does it.

Sells every day in the year, because the new additions to the regular M.L. Floorglaze Enamel Colors—the M.L. Floorglaze Lacs and Transparent—fit this line to get every dollar's worth of paint business in your neighbourhood—both for indoor use or out. The M.L. Floorglaze Lacs (10 of them—they wear like iron) match perfectly the grain and coloring of all the fine hardwoods used in furniture, floors, panellings and all building uses—while the M.L. Enamel colors (glass hard—brilliant—enduring) take care of every solid color requirement possible. A great money-making, kick-preventing line—you ought to know about it.

Samples, color cards and live proposition for live-wire dealers from our nearest agency: Toronto, 6 Morse Street; Winnipeg, 108 Princess Street; Vancouver, 550 Beatty Street.

The Imperial Varnish & Color Co., Ltd.
TORONTO, ONT.



HORSE

NAILS

Made from

By our

Swedish Material

New Cold Process



Hardware dealers who stock "M" Horse Nails are making a good margin of profit on a brand which is giving every satisfaction to the farrier trade by its uniformity and strength.

The Montreal Rolling Mills Co.

as much as they rejoiced with them in their success.

Mr. Irwin in replying to the toast referred in glowing manner to the way in which they had been received by the management. They would never forget the occasion. It was something to be proud of. They had profited a great deal by the convention, not only in a business sense but socially. It was a great gain to the travelers collectively to meet each other, and a great benefit to the firm as they could discuss matters of vital interest together. Salesmen who might run against snags could take courage from the history of their President who had so successfully overcome so many. It must have been a great measure of relief to their president that on coming to Montreal he could leave the business in Halifax in the capable hands of Geo. Henderson. Regret was expressed by him at the absence of Ralph C. Blakeney, who is traveling in the West Indies and of T. Geddes Grant and H. H. Fraser, of Cowan & Co., who represent Brandram-Henderson, Limited, in the West Indies and Newfoundland respectively, but the pressure of business was too great for them to leave their fields. The resident agent of the company in Mexico, A. D. Campbell, was in Montreal a day or two before but could not stay for the banquet. In his case too the call of business was too imperative to be ignored.

C. F. Smith said that the opportunity afforded them of going through the works must inspire them with confidence. When they were told that Brandram's B.B. white lead was at a premium in the Old Country, and that it was the only white lead that had gone to all parts of the world where white lead was used, they could realize the quality

and reputation of the product they were handling.

Neil Macdonald referring to the opening of the branch in Toronto and the appointing of Mr. Irwin as manager said the Ontario men were determined to make the company as strong in that territory as it was in Quebec and the Maritime Provinces. It would be hard work as the province was heavily worked by different paint companies, but they meant to succeed. Their great drawing card was the recognized quality of their products.

A. H. Ellis referred to the encouragement that the salesman received from the management, and said that it was easy sailing for any one connected with such a firm. Mr. Charlton said that enthusiasm combined with hard work would create any amount of business. They meant to prove that during the year. Brief replies were also made by Messrs. Lawlor, Church, Lemoine and Markum.

Mr. Edwards then proposed the toast of the Press. The company recognized the value of printed announcements and a great deal of money was being spent in advertising. They were planning for a bigger campaign than ever. Hardware and Metal was an old friend of theirs. From the first they had had an advertisement in the paper, and they appreciated its value. Mr. McKim and Mr. Arrowsmith replied, voicing the great advantages that accrued from an active co-operation between the manufacturer and the press.

The evening closed with a vote of thanks to the president for the entertainment and the great kindness displayed to the staff, and it was resolved that the success of the past would be more than repeated in the future, and that record results would be shown at the next convention.

PAINT AND OIL MARKETS

MONTREAL.

January 14.—Linseed oil, red lead and putty show higher figures, although most of the interest is centred on the oil situation. Here there seems to be no sign as to any let up, and the continued advance is bound to have a great effect on the paint trade. Ground white lead, while not showing any advance for large lots, is much stiffer for small quantities and higher prices are demanded. Grinders are still working out their own prices, but the market generally is more together than it was.

Business generally is very good indeed, and shows little of the usual mid-winter dullness. The increasing strength of the markets has undoubtedly stimulated buying, dealers speculating more heavily as they fear much higher prices. Ready mixed paints are also moving well. Here again the same influence is at work in increasing orders.

Turpentine — Turpentine shows good business conditions without change in prices. It is the only staple which has not been pushed up lately. Supplies are in fair shape, and we continue to quote 78c for single barrels.

Linseed Oil — With flax seed hovering round the \$2 mark per bushel, there is little need to explain why linseed oil is so high, and why prices have again advanced 4c per gal. The demand continues good, and there is plenty of speculation going on in view of the belief that linseed oil is billed for much higher figures. We now quote 84c for raw, and 87c for boiled.

Ground White Lead — Although the mills have been running steadily all the winter stocks are reported to be light, and in view of the heavy business expected, recent advances are well maintained. For small quantities the market is much stiffer. We quote: Strictly

BRANDRAM'S B. B. GENUINE WHITE LEAD

is, and has been for over a century, the world's standard, and we have no hesitation in stating that our Brandram's B. B. Genuine White Lead has no equal in Canada.

Isn't it worth while to handle

BRANDRAM'S B. B. GENUINE WHITE LEAD?

Write us for full information and prices.

BRANDRAM-HENDERSON
LIMITED

Montreal
St. John

Halifax
Toronto

Winnipeg

Strictly on the Square



It's the "square deal" that counts in building business and holding trade.

It's the square deal in full weight, honest measure and genuine quality that makes the pleased purchaser.

It's the square deal by the manufacturer in backing up dealers by maintaining advertised standards of purity and excellence that guarantees profit to the trade.

Martin-Senour Paint

100 Per Cent Pure

has never yet failed to give a square deal to purveyor, purchaser or painter, and there never was a time when the dealer could not sell it with an absolute certainty that his customer would be pleased.

The **Martin-Senour Line** is a safe proposition for any dealer.

For farm, factory, school, store or home, for the more delicate decorative uses or the most exposed, weather-worn places. The Martin-

Senour Line has a paint for every purpose and one that will give satisfaction and stay put.

That's why the dealer who handles our line has an unlimited field and a constantly increasing market. Write today for details of our money-making plan.

THE MARTIN-SENOUR COMPANY, Limited

Chicago

Pioneers Pure Paint

Montreal

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd.
HALIFAX, N. S.

Here is a startling test !

Finish a strip of paper like a floor with two coats of

ELASTICA FLOOR FINISH

When dry this "Elastica" will be found so flexible that you can bend it, crumple it, or roll it into a ball, and the paper will crease, but you will not find a single crack in the "Elastica." You can, moreover, soak it with water without its turning white.

It is elastic and waterproof !

Beware of the word "Elastic," and see that you handle no substitute for "Elastica."



*This is a
Thin Strip of
Paper Coated
with
ELASTICA
Floor Finish.*

**It Bends
But Does
Not Crack !**

International Varnish Co., Limited

Branch of the Standard Varnish Works

TORONTO

New York

Chicago

London

Berlin

Brussels

Melbourne

pure, \$5.50 to \$6, according to quality, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal. These prices are for large lots. Small requirements would mean 25c per 100 pounds extra.

Red Lead — In response to higher quotations in the Old Country where red lead is produced, prices have advanced 25c per 100 lbs. There is not much buying going on, and a stimulation in the demand would no doubt send up quotations another 25c. We now quote: Genuine red lead in casks, \$4.75; in 100-lb. kegs, \$5.25; less quantities at \$6.25 per 100 lbs.; No. 1 red lead, casks, \$4.25, kegs, \$4.75, and smaller quantities, \$5.75.

White Zinc — There is a steady movement in white zinc, but the market keeps firm and unchanged. We quote: Dry V.M. Red Seal, 7½; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

Ready Mixed Paints — The demand has not been checked by the recent advances and very good business is reported. In fact speculative buying has been induced by the belief that further advances are likely. Whether this will happen depends entirely upon what linseed oil does. As it is manufacturers say they would have been fully justified in making their recent advances much heavier than they were.

TORONTO.

January 13.—There is no improvement noted in the selling situation of paints this week, and even compared with a year ago trade is opening up more slowly. The higher prices are responsible for this. Last year the season opened with low prices, which induced future buying, but this year buyers are holding off until they are forced to enter the field.

Turpentine.—Both turpentine and linseed oil have advanced since last issue, the former to-day is quoted at 85 cents for single barrels, a difference of seven cents in one week. Of course the market is not steady at this high figure, and some "turps" have changed hands during the past two days as low as 81 cents. But the market is firming up greatly. The big storm of several weeks ago in which many trees in the pine belt of Georgia were destroyed has been followed by a prolonged period of drought, which does not augur well for a big crop in April. This is the chief reason for the advance in the South, which has forced a corresponding advance in all the other markets. Local trading in "turps" is at present light. Some firms have withdrawn prices for the week, selling at the figure ruling in the open market from day to day.

Linseed Oil.—The business in linseed oil is light also, the local demand being very slim. Even bookings for future delivery is light, buyers believing that by March some relief will come. Just now the price situation is the reverse of what the spring is expected to show, and despite the small quantities of oil moving quotations are still soaring. Since last week the price has made three advances, the new figures being 84c and 87c for raw and boiled oil

respectively in single barrels, a higher price by 4c than last week's quotations. Some of the paint men are already talking "dollar oil" basing their prognostications on the high price of seed. On the other hand there are some who think that if the price becomes "exorbitant" that there will be a number of adulterated oil lines offering. Some authorities in the U. S. say that after making experiments they find that the soya bean makes a good adulterant.

Ready Mixed Paints.—A couple of additional prepared paint lines have gone up either 5 or 10 cents a gallon since last week, following the lead of those advanced a week ago.

White Lead.—As with ready mixed lines white lead in oil seems to have advanced about 25 cents on all grades not previously put up since the New Year. The range now runs from \$5.75 to \$6.40 for hundred pound lots.

Red Lead.—This commodity has gone up 25c a hundred since last week. Genuine in casks is quoted at \$4.50 and kegs at \$5. No. 1 in casks is now \$4, and in kegs \$4.50.

Putty.—This line has advanced 10 cents a hundred. Standard bulk putty in casks is \$1.85; 100-lb. drums, \$2.10, and bladders in barrels, \$2.25.

Glass and Paris Green prices are yet unannounced. They may not be published until the end of the month.

Petroleum.—Unchanged prices continue. Pratt's astral is 17½c; water white is 15½c, and prime white is 13½c.

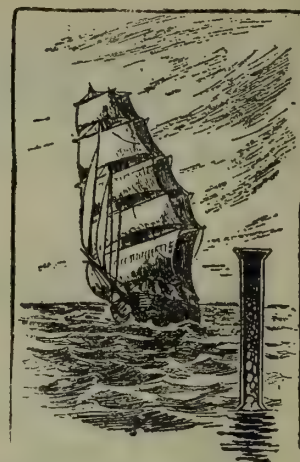
MARTIN-SENOUR AT HALIFAX.

Guy E. Martin, who has been appointed manager of the Maritime branch at Halifax of the Martin-Senour Co., Montreal, was formerly connected with the Martin-Senour Co. in Chicago. The branch at Halifax has now been well



GUY E. MARTIN,
Appointed Representative of the Martin-Senour Co., at Halifax.

established, W. H. Gerke, managing director of the Canadian branch of the company's business, having returned to Montreal from Halifax during the past week.

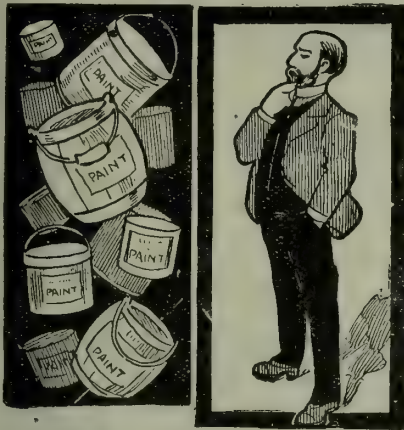


Acknowledgment

We take this opportunity of thanking our Hardware and other friends for their words of appreciation regarding our Calendar for 1910. Many have asked "Who is Minerva, whose name appears upon the bow of the vessel?" Minerva was a daughter of Jupiter and the patroness of Arts and Trades. We regret that the numerous enquiries for extra copies of the 1910 Calendar could not be met, as the supply was rapidly exhausted. A further supply has been ordered and any of our patrons who were unable to get a copy will please write to us again.

**The
Canada
Paint
Company
Limited**

A PAINT IDEA



Every dealer when he handles paint has just one idea—"Profit." There must be money in the proposition or it will be no use to him. You, of course, are the dealer, and the paint with the profit idea is

RAMSAY'S PAINTS

Ramsay's Paints have profits, because they are a recognized standard and the quality is unchallenged. When you stock paints you want quality and you want price. Ramsay's Paints, besides having quality, are sold at a price that brings you a profit. Any consumer will pay the price for Ramsay's Paints, because it is not exorbitant and it brings him satisfaction with a good reputation for you.

Shall we send our traveller to see you?

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842

GLASS IMPORTERS

There's no Experiment Selling "New Era" House Paint

It is so well advertised, known and used that dealers who do not handle it, soon realize they are neglecting their own interest as well as that of their customers.

NEW ERA PAINT will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher priced brands. New Era is perfectly pure and is sold at a moderate price.

Write for New Catalogue and Trade Discounts.

Standard Paint and Varnish Company
WINDSOR, - - - ONT. LIMITED



SPRAYS AN ACRE IN 20 MINUTES.

The **H.P. Spramotor** will spray an acre of Potatoes in only **20 minutes**. No other method known can do that work in even twice the time.

The picture above shows the **H.P. Spramotor** spraying Potatoes. There are three nozzles to a row and four rows. Two spray from the sides and one from the top. They are adjustable to height and width up to 40-inch rows. The nozzles will not clog or get out of order.

Have a 12-gallon air tank

with 100 pound pressure guaranteed with 12 nozzles open. Automatic and hand controlled. The **Spramotor** has agitator clean-out pressure relief into tank, and nozzle protector, all under control of the driver, from seat. The **Spramotor** is made for 1 or 2 horses. Fitted for Orchard, Vineyard and Grain Crops. Can be operated by hand. The **Spramotor** saves enough money in time and labor to **pay for itself** in 1 year on 20 acres of potatoes. Don't be content with moderate results when you can increase per crop 3 or 4 times. Send for **Free Treatise on Crop Diseases**. Agents wanted. **R. D. HEARD, 1384 King St., London.**

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

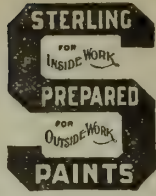
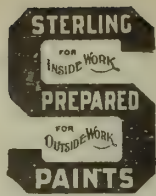
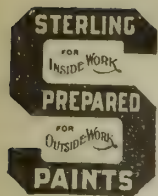


The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

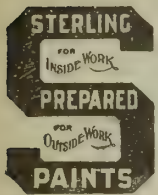


Choosing the Right Paint



It's Results That Count

The paint that will beautify and protect a building for the longest time is what your customers want.

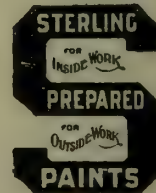
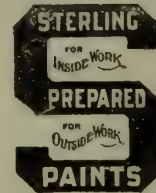
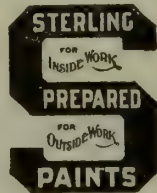
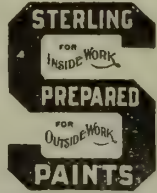
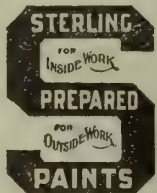
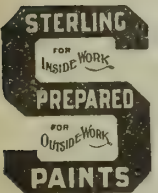
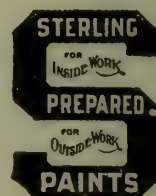
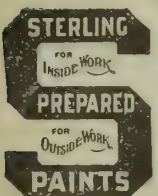


Is Your Paint Insured?

Sterling Paint is guaranteed for five years—not a mere vague “purity” guarantee, but a definite, absolute guarantee of service—of satisfaction. Let us send you a guarantee label—to read and be convinced. Have us explain our new advertising features. Write us and we'll show you how Sterling agents make over forty-five per cent. profit.

Canadian Oil Companies, Ltd. (Paint Dept.) Toronto, Ont.

Distributing Depots in Most All Trade Centres



“MURESCO”

THE
BEST
WALL
FINISH

It's not difficult

to make good profit if you have the right goods, but if your stock of paints and finishes ‘sticks’ and won't move, it's worth a lot to you to know what to buy. Try

“MURESCO”

(THE BEST WALL FINISH)

Your wall finishes will become your most profitable and satisfactory paint stock if you handle “Muresco.”

That subdued, velvety effect can be produced with “Muresco” alike by amateur and professional, and it is warranted not to crack, peel or rub off. Most economical in use.

Strengthen your business by selling “Muresco.” Send for color card and prices.

**BENJAMIN
MOORE & CO.**

LIMITED

WEST TORONTO

NEW YORK
CHICAGO and CLEVELAND

THE DOUGALL VARNISH CO.

LIMITED
SUCCESSORS TO
McCASKILL DOUGALL & CO.



HIGH GRADE VARNISHES

ALSO
CANADIAN MAKERS OF THE
MURPHY VARNISH COMPANY'S
VARNISHES

MONTREAL

CANADA

"SAFE-LOCK" Fence

Every farmer in your vicinity is interested in, and a buyer of more or less Woven Wire Fencing. No doubt you want his trade, and to secure and hold it you must be prepared to supply his needs. Your competitor is or soon will be.

Our "SAFE-LOCK" Fence is without exception the strongest fence made. We manufacture it in both heavy and medium weights, and if you want an agency, write us for particulars. Will be glad to mail you wholesale list and discounts on request.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.
BRANDON, MAN.



A Boon to Every Housewife!

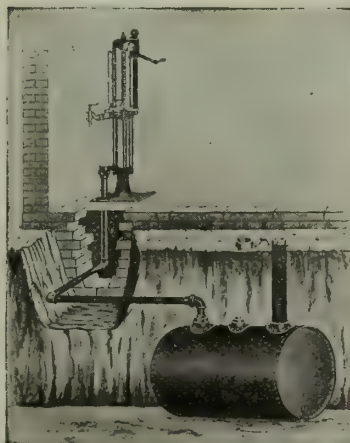
ALCOHOL GAS STOVES

Economical, Convenient, Safe and Clean

You can use one of our chafing dishes with this stove. The combustion is perfect, while the stove creates its own gas. Any alcohol can be used. Its capacity is three pints. This is a ready-selling line. Write to-day for illustrated catalogue.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto St., Toronto



BOWSER

Self-Measuring
Systems

For Handling Kerosene and Gasoline

Emphasize one feature that is important above all others in the general store—

CLEANLINESS.

From the slopping and dripping of faucets and funnels, the porous boards of the floor near the oil supply be-

come soaked through and through, making the appearance unsightly and unclean. In any store, under the old method of handling oil, this condition exists—it cannot be avoided. The merchandise stored near such a place is easily contaminated. After drawing oil, the least odor from the hands or clothes is absorbed by the paper used to wrap up merchandise, which quickly becomes infected with the disagreeable and nauseous taste of oil.

The only system that will remove these objections is one that will hold the oil in a tank absolutely leak and evaporation proof, measure the oil accurately into the customer's can with neither spilling nor slopping, dispose of unclean measures and funnels, and one in which the flow of oil is instantly cut off the moment the desired amount is drawn. All of these features are found in the Bowser Adjustable Measure Oil Equipments. They will meet any conditions and requirements, being made in more than fifty different styles.

If you are interested, you need only to drop a card, asking for Bulletin 15, and you will then receive full information.

S. F. Bowser & Co., Limited
TORONTO, ONTARIO

If you are active, foreseeing and progressive, you are all the time on the lookout to extend your trade, widen your connection and increase your profits. Remember then there is

Money in Selling Structural Steel

You are not asked to put in a dollar. Simply get after the builders and contractors in your city. You can make a big margin by closing a few contracts. We will assist you, quote you close prices, and protect you in every way. Write us.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

Write for prices

EVERYTHING IN WELDED CHAIN.

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Stop the Leaks



The Standard Union now in use can be re-washed and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

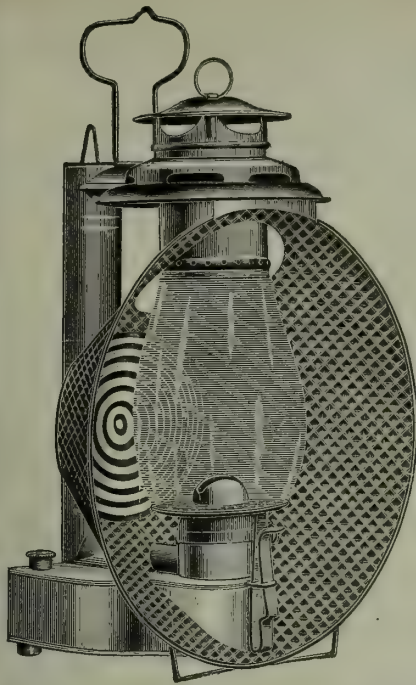
144 William Street, Montreal

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



Quality and Variety

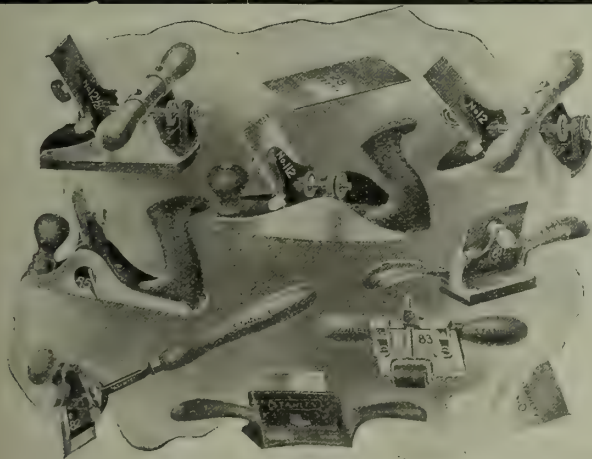
SCIENTIFIC CONSTRUCTION
PROTECTION FROM FIRE
HIGHEST EFFICIENCY
RIGHT PRICES

"47" Varieties

You Know OUR Goods. Get Your Orders
in and Save Money. Prices
May Advance

No. 20 "Banner" Cold Blast
Searchlight Lantern

Ontario Lantern & Lamp Co., Limited
Hamilton **Ontario**



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

STANLEY TOOLS

We have recently added to the many Scrapers that we manufacture
TWO NEW DESIGNS

- No. 81—For fine Cabinet Work. This tool is nickel plated, adjustable, and has a detachable rosewood face. Blade is $2\frac{1}{2}$ inches in width. This is a splendid tool for very fine work. List price, **\$1.50** each.
- No. 82—Specially designed for scraping hardwood floors. It is adjustable, and the blade can be tilted to practically any angle for working in corners and inaccessible places. Width of blade, three inches. List price **\$1.05** each.

Look for the name STANLEY on every tool. It is a guarantee of the highest class of workmanship and material.

Send for Catalogue



STANLEY
RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



Wholesale and jobbing
trade only supplied.

THE BEST AND CHEAPEST
HOCKEY STICK

you can handle is Salyerds'. All players know it and specify it.

E. B. SALYERDS,

PRESTON, ONT.

The Dread of Fire

is common to all, so that a really efficient fire escape must prove a good seller.

The Davy Automatic Fire Escape

is equally efficient on any building, and has never been known to go wrong. Awarded the \$100 prize in the recent Commercial Travellers' Contest.

Write for Booklet

U. S. FIRE PROTECTION CO.
Utica, N.Y., U.S.A.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine legs, hardwood steps, malleable iron clamp so that top step cannot come off. No strings or braces required. Also

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS

OTTERVILLE MANUFACTURING
COMPANY, LIMITED

OTTERVILLE - - - ONT.



Lion Brand



Purity
Strength

BABBITS FOR ALL MACHINERY PURPOSES



LION METAL STANDS UP UNDER HIGH SPEED AND PRESSURE

A Babbitt That Gives Satisfaction and Secures Repeat Orders. Write for Price and Discount
THE LION METAL CO., ST. PAUL, MONTREAL

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

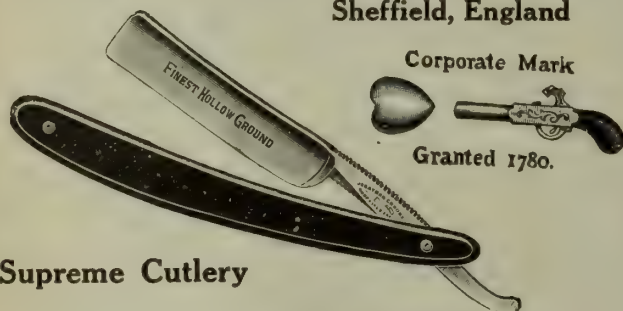
CANADA FOUNDRY COMPANY
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

Jonathan Crookes & Son Sheffield, England



Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

A specialty that is in reality a staple, but one that yields more than staple profits--that sort of a proposition will always appeal to you. In

"VOL-PEEK"

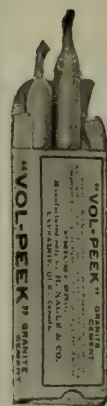
GRANITE CEMENT

for Mending Holes in Pots and Pans.

this is what we offer you. It is a great seller all the time--and yields you a large profit. Send for a trial lot.

H. NAGLE & COMPANY

LAPRAIRIE, QUE.



Reaper and Mower Supplies

We Manufacture

Sections, Guard-Plates

and complete knives by a new process which gives very fine results

THOMAS GARFITT & SON

Enquiries Solicited

Sheffield, England

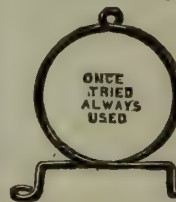
JOHN L. RICHARDSON & CO.

65 FRONT ST. EAST.

TORONTO, CANADA



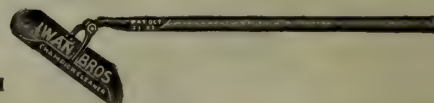
IWAN'S WIRE CONDUCTOR PIPE HANGERS will make a neater and quicker job of your spout hanging than tin strips.



ASK YOUR
JOBBER
FOR THEM

Holds the pipe firmly on all sides. 2 to 6 inches in diameter, and made of galvanized wire. Sample by mail.

For Tile Drain work Iwan's Adjustable and Stationary Drain Cleaners are the most practical and labor saving on the market.



IWAN BROS., Mfrs.

South Bend, Ind.

NEPTUNE UNRIVALLED PATENT STEEL WIRE

is the Strongest, Most Elastic and Most Economical Wire on the market. The 12½g. and 14g. will save you over 60 per cent. as against Nos. 8 and 10 gauges ordinary wire. Does not sag in summer nor snap in winter.

	Breaking Strain	Length per 100 lbs.
"NEPTUNE UNRIVALLED," 12½g.....	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g.....	1125 lbs.	471 yds.
"NEPTUNE UNRIVALLED," 14g.....	730 lbs.	2000 yds.
Ordinary Galvanized Wire, 10g.....	720 lbs.	729 yds.

Manufacturers: Felten & Guillaume, Lahmeyerwerke-Actien-Gesellschaft
Carlswerk, M. E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

L. E. DUBUC MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

CORRESPONDENCE INVITED - REFERENCES



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

"Always Reliable"

Gasoline Combination Blow Torches

(Patent Applied for.)

furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder, either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any jobbing house in Canada.



OTTO BERNZ
13th St., Newark, N.J.

"DIAMOND" BRAND FITTINGS



are the most profitable kind to stock, as they never fail to give satisfaction. They are perfect in threading, material and finish.

WATCH FOR THE DIAMOND

Oshawa Steam & Gas Fittings Co., Limited
OSHAWA : : CANADA

Jessop's Steel

To Secure Good Results

Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.

CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.

144 William Street, Montreal, Que.

The Black Hawk Floor Scraper

The Simplest, Cheapest
and Best on the market.
Weight, 75 lbs.



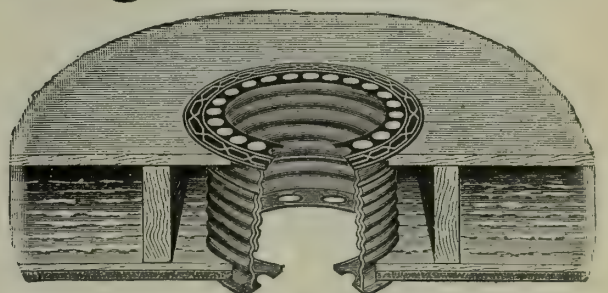
Also
attachments for
Floor Rubbing,
Wax Polishing,
Tile Rubbing
Put on in an
instant.

Retails at
\$20.00

Enameled Dark Blue
and Gold.



O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order, because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

Turn Over a New Leaf!

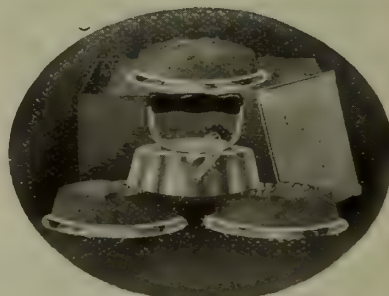
IF you have been selling irons that pay you meagre profits and fail to give your customers the best satisfaction, make a change *now* and push the Asbestos line.

Or, if you have simply *carried* Asbestos Sad Irons without making any special effort to get them before prospective buyers, start in to build up larger sales by displaying the line more prominently.

Look at this splendid array of Asbestos Sad Irons. An iron for every purpose, single or in convenient sets, for any household, large or small. So large is our assortment that you can suit the fancy of the most critical householder.



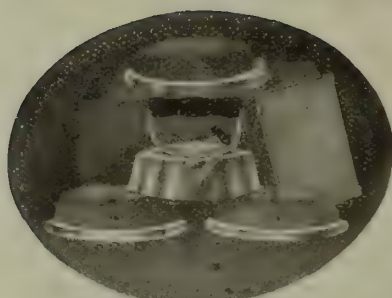
No. 50, Flounce



No. 70 Laundry Set



No. 196 Household Set



No. 100 Laundry Set



No. 40, Sleeve

Get into touch with our Dealers' Aid Department. We have hit upon a number of original selling helps—yours for the asking.

Whether you want to make an attractive window display, or do good newspaper advertising, or distribute business-bringing circulars, ask and you shall receive well prepared materials.

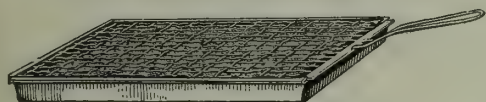
We prepay postage or express—your only expense is the duty.

These advertising materials have sold thousands of Asbestos Sad Irons during the past year and they will sell thousands more in 1910.

The Dover Manufacturing Co.

Canal Dover, Ohio, U.S.A.

Two Leaders in GAS TOASTERS



The "ANDROCK"
The Best Flat Toaster Made.

GET THE BEST.



The "WILSON"
The Best Pyramid Toaster Made.

E. T. WRIGHT & CO., HAMILTON, Canada

Manufacturers of Kitchen Tinware and Novelties

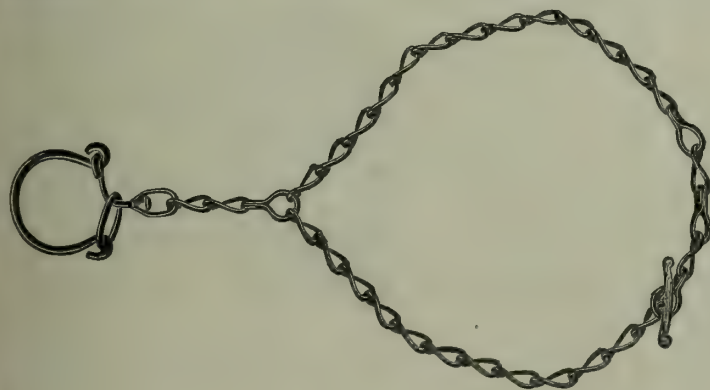
WINNIPEG AGENTS:—MERRICK-ANDERSON CO., WINNIPEG, MAN.

H. Boker & Co.'s "Radium"



The "Radium" is an honest Razor—a man's razor—and as perfect a razor as human skill can produce. Every blade hand-made from the very best quality bar razor steel, tempered by our own process. Perfectly ground, honed and set ready for use. Every razor guaranteed.

For Sale by all Leading Wholesale Hardware Houses



McKINNON ELECTRIC WELDED COW TIES

Short, smooth links, making a flexible chain that can not injure the hide of the animal. Strongest chain made.

A full line of Chain for the
Hardware Trade.

McKINNON CHAIN CO.

BUFFALO, N.Y.

ST. CATHARINES, ONT.



PLYMOUTH CORDAGE CO.

PLYMOUTH

WELLAND

Use "PLYMOUTH" (Ship Brand) Lath yarns; they will save you money and increase your satisfaction.

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?



INDEPENDENT CORDAGE CO., LTD.

Stocks at

TORONTO
MONTREAL
HALIFAX

ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO



Note the 8 Large Links
For Adjustment

Each Tie Adaptable
For Bull, Cow
or Calf

THE STANDARD CANADIAN COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS,

ONTARIO.

When the BEST costs no more,
Can YOU afford to give your Customers
an inferior Cow Tie?

Compare the "NIAGARA" Cow
tie with others. It is 10 to
20% stronger, it has EIGHT
ADJUSTMENT LINKS —
others have four — making
it unnecessary for the dealer
to carry so many sizes.

EVERY
LINKformed on the
principle of the

SQUARE KNOT

making the

STRONGEST

CHAIN

EVER

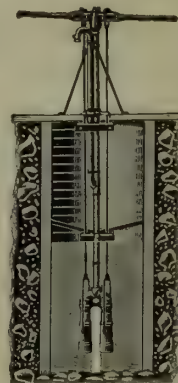
PRODUCED

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.

WHAT WE CLAIM FOR

The AYLMER DOUBLE CYLINDER DOUBLE ACTING FORCE PUMP

This is the only
Pump manufac-
tured that has no
leather suckers
and requires
no packing or
packed joints of
any kind.



Easy Working

Always Primed

Never Freezes

In case of fire
this pump has no
equal.

THIS CUT represents our Pump, as shown in the well. This with three-way cock and side pipe for conveying water to barn or wherever needed, will force the water any distance, and to any elevation required with ease.

Manufactured only by

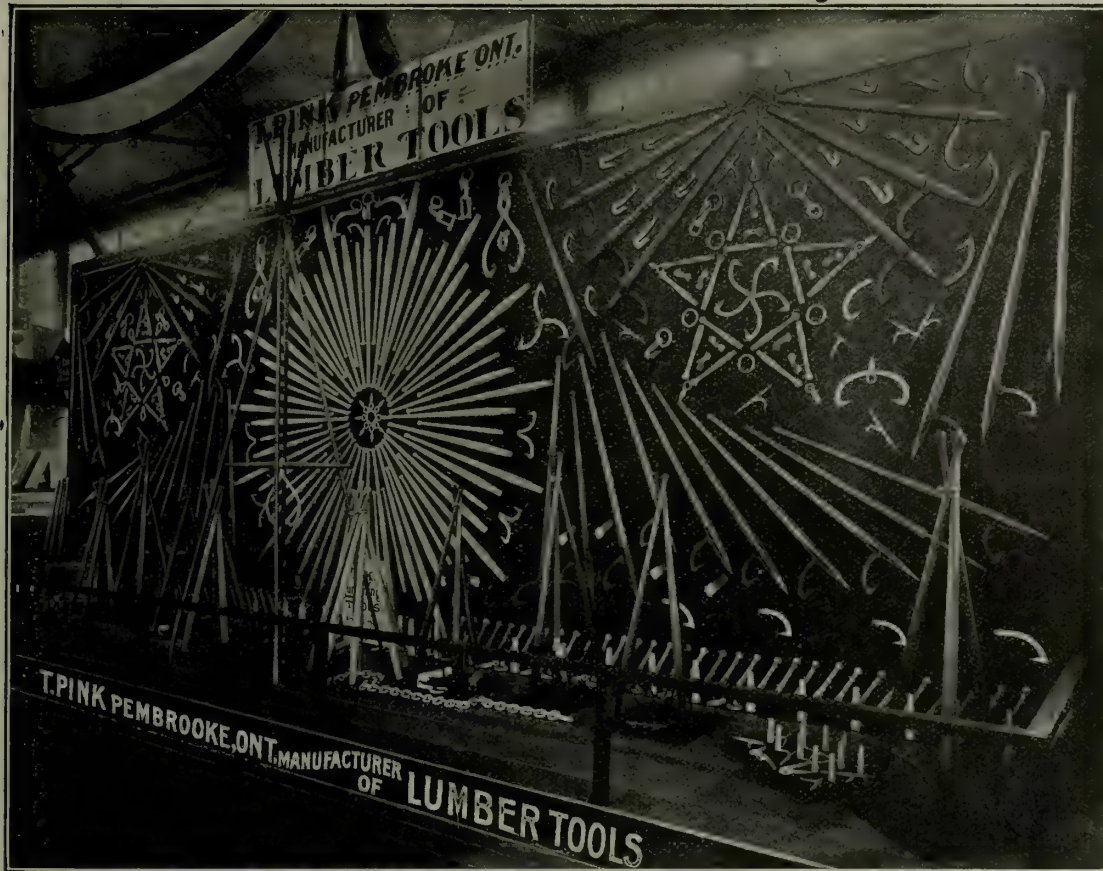
AYLMER PUMP AND SCALE CO., Limited

AYLMER,

ONTARIO

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable

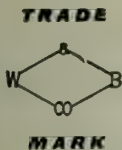
Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

=== No. 71 ===



Is just off the Press.

It lists our complete line and if you
have not received a copy write for one to-day.



The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:
ST. CATHARINES, - ONTARIO

BEST ELBOWS

—FOR—

CONDUCTOR
PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions
inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1186-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

GILBERTSON'S

COMET

in Wales. Let me tell you further about these sheets.

ALEX. GIBB (Sole Canadian Agent),

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

When it comes to buying GALVANIZED SHEETS, it's what are its convincing GOOD QUALITIES.

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders

It means money to you

13 St. John Street, Montreal

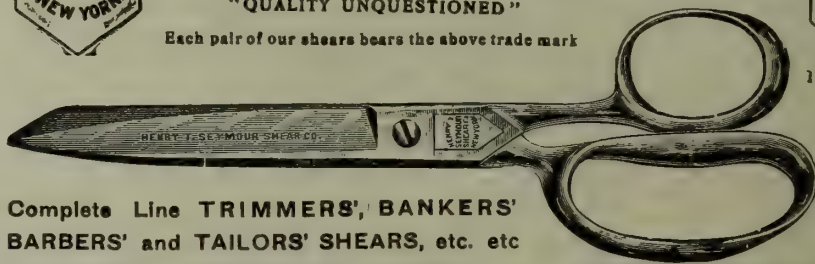


SEYMOUR SHEARS

have been the Standard for over seventy year

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



Complete Line TRIMMERS' BANKERS'
BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY



TRADE MARK

Latest catalogue will be sent in exchange for your business card.

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

**TAILORS' SHEARS,
TRIMMERS' SCISSORS,
TINNERS' SNIPS, ETC.**

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

SELL DENNIS IRON STABLE FITTINGS

There is a growing demand for them. Whenever new stables are being built or old ones remodelled or renovated, our stable fittings should be introduced.

They give the stable a modern, attractive appearance, make it thoroughly sanitary and wholesome—and they never wear out.

We make a special feature of this line and quote prices that make it possible to furnish a stable in a complete modern style at a very moderate cost.

Send for Special Booklet and Price List—with terms and discounts to dealers.

DENNIS WIRE & IRON WORKS CO., LIMITED

LONDON, CANADA

Toronto Office, 103 Pacific Bldg.

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

THE LAIDLAW BALE-TIE CO., Hamilton, Ont.

MANUFACTURERS OF

Steel Wire Bale-ties—of Single Loop and Crosshead Patterns.

Wire Nails—Standard and Miscellaneous sizes.

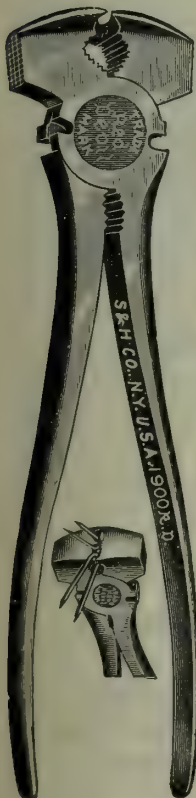
Wire Barrel Hoops—for all Stock Barrels.

Bright and Annealed Wire—in Coil or Straightened and cut to Lengths.

Best **OILED AND ANNEALED WIRE** on the market.

LOWEST CURRENT PRICES

HIGHEST QUALITY OF MATERIAL



1900 Staple Puller

3 PULLING
POINTS

What it will do

Drive Staples
Pull Staples
Save Staples
Cut Wire
Straighten Wire
Stretch Wire

What it will save

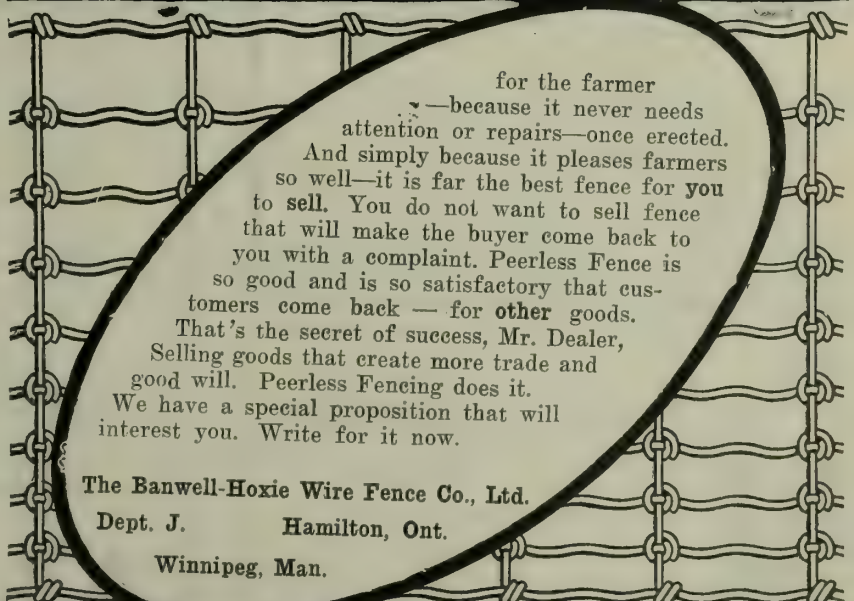
Saves Wire
Saves Staples
Saves Old Fences
Saves Bending Wire
Saves Breaking Wire
Saves Buying Hammer
Saves Labor, Time and Money.

If your jobber cannot supply you, write us for illustration and prices.

Smith Hardware Co., Ltd.
Montreal, :: Can.

When writing advertisers kindly mention having seen the advertisement in this paper.

PEERLESS The Fence that saves Expense



for the farmer
—because it never needs
attention or repairs—once erected.
And simply because it pleases farmers
so well—it is far the best fence for you
to sell. You do not want to sell fence
that will make the buyer come back to
you with a complaint. Peerless Fence is
so good and is so satisfactory that cus-
tomers come back — for other goods.
That's the secret of success, Mr. Dealer,
Selling goods that create more trade and
good will. Peerless Fencing does it.
We have a special proposition that will
interest you. Write for it now.

The Banwell-Hoxie Wire Fence Co., Ltd.
Dept. J. Hamilton, Ont.
Winnipeg, Man.

STRONGER Than Stock-Weather and Wear

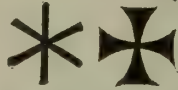
JOSEPH RODGERS & SONS, SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE

REGISTERED TRADE MARK



GRANTED 1682

Sole Agents for Canada

James Hutton & Company
Montreal

THE OLD WAY

THE HANDIHOOK WAY

Start
the New Year
right by stocking the

HANDIHOOK

It is always ready for use. Twice the size of illustration. It holds up to 10 lbs. in wall or woodwork. Your customers will appreciate its many good features, and our advertising will give the necessary assistance to make it a good seller.

ASK YOUR JOBBER OR WRITE

THE MANUFACTURERS SALES COMPANY
(Canadian Agents for August Goertz & Co., Newark, N.J.)

F. H. REID, 14-315 BIRKS BLDG., MONTREAL

MORRILL'S NO. 3 & 4 SAWSETS

MY
TRADE MARK
ON ALL GOODS

C. MORRILL

Fully Warranted

No. 3—for Cross Cut Saws, single tooth
No. 4— “ “ “ Double “
No. 5— “ Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK



Royal Polishes

For satisfaction to the house-
wife who desires most value
for her money, and for pro-
fit to yourself, push these
Canadian-made polishes.

ROYAL POLISHES COMPANY
MONTREAL



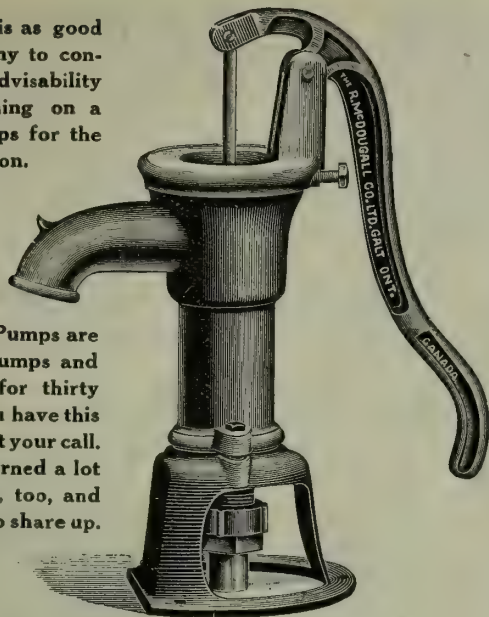
CONTRACT for Island City Dry Colors for your 1910 requirements

We will carry the stock
and will make ship-
ments, in quantities
as required, promptly.
The excellent quality
and prices we have to
offer **you** are interest-
ing.

Write to-day for
samples and prices.

P. D. DODS & CO.
Limited
MONTREAL

About now is as good a time as any to consider the advisability of determining on a line of Pumps for the coming season.



McDougall Pumps are Standard Pumps and have been for thirty years, so you have this experience at your call. We have learned a lot in that time, too, and are willing to share up.

Remember "Aremacdee" is a guarantee.

The R. McDOUGALL CO.
Galt, Canada LIMITED

HIGH ABOVE ALL OTHERS



EXTRUDED METAL
PADLOCKS



CORBIN CABINET LOCK CO.
NEW BRITAIN, CONN.
NEW YORK CHICAGO PHILADELPHIA

CABINET, TRUNK, SUIT-CASE LOCKS
AND TRIMMINGS
MISCELLANEOUS HARDWARE
KEYS AND KEY BLANKS



Jobbers

When you see this Trade Mark on a package the contents are the best of their kind. The quality of our

STOVE and TIRE BOLTS; BRIGHT WIRE GOODS;

Wood and Machine Screws; Wire Nails; Iron, Brass and Copper Rivets and Burrs; Tacks (all kinds); Staples; Corrugated Fasteners; Sink and Sleigh Shoe Bolts; Wire—Bright Coppered, Tinned, in coils or cut to lengths, etc., is unsurpassed and uniform.

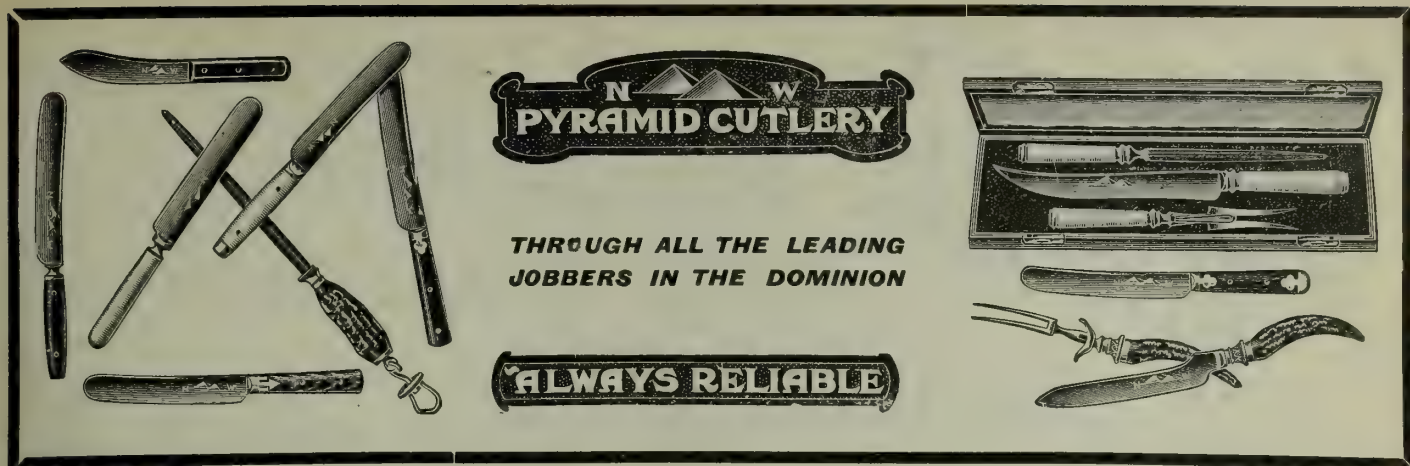
All jobbers supply our goods

Canada Screw Company, Limited

TORONTO

HAMILTON

MONTREAL



N W PYRAMID CUTLERY

**THROUGH ALL THE LEADING
JOBBER IN THE DOMINION**

ALWAYS RELIABLE

Extra net per 100 lb.—Oiled wire 100, pring wire \$1.25, bright soft drawn 150, charcoal (extra quality) \$1.25, packing in casks or cases 150, bagging and papering 100, 50 and 100-lb. bundles 100, in 25-lb. bundles 150, in 5 and 10-lb. bundles 250, in 1-lb. banks 500, in 1-lb. banks 750, in 1-lb. banks \$1.

WIRE CLOTH
Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING
Galvanized barb. 2 50 2 55
Galvanized, plain twist. 2 80 2 85
F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, \$2.65 for small lots and \$2.55 for carlots.
Dominion special field fencing, 3 3/4 p.c. small lots; extra 5 p.c.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, 3/4, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 3/4, \$5; inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES
Galvanized 2 85
Plain 2 60

PAINTS, OILS AND GLASS

BRUSHES
Paint and household, 75 per cent.

BEESWAX
Per lb. 0 40

CHEMICALS. In casks per lb.
Sulphate of copper (bluestone) 0 07
Litharge, ground 0 05
Flaked 0 95
Green copperas (green vitriol) 0 01
Sugar of lead 0 08

COLORS IN OIL.
Venetian red, 1-lb. tins pure. 0 08
Chrome yellow 0 16
Golden ochre 0 10
French 0 08
Chrome green 0 09
French permanent green 0 13
Sawdust black 0 15
Marine black, 25 lb. iron 0 04

GLUE.
Domestic sheet, in barrels 0 09
French medal 0 10

PARIS WHITE.
In bbls 1 00

PARIS GREEN.
Barrels 0 16
25-lb. drums 0 17

PIGMENTS.
Orange Mineral, casks 0 09
" 100-lb. kegs 0 09

PREPARED PAINTS.
Barn (in bbls.) 1 gal. ins. 0 70
" 5 gal. tins 0 65
Sherwin-Williams paint, qt. tins 1 50
Canada Paint Co.'s pure, qt. tins 1 50
Standard P. & V. Co.'s "New Era" 1 30
Benj. Moore Co.'s "Ark" B'd 1 35
Moore's pure linseed oil, H.O. 1 35
Brandram-Henderson's "English" 1 55
Ramsay's paint, Pure, per gal. 1 30
" Thistle, 1 10
Martin-Senour 100 p.c. pure, 1 60
Senour's Floor Paints, 1 40
Jamieson's "Crown and Anchor" 1 40
Jamieson's floor enamel, 1 75
Island City pure paints, 1 40
Randerson Peary's, pure 1 30
Robertson's pure paints, 1 35

PLASTER OF PARIS
Per barrel 2 30

PINE TAR
Half-pint tins, per dozen 0 60

PATTY. Standard.
Bulk in casks 2 00
" 100-lb. drums 2 50
Bladders in bbls 2 40

RED DRY LEAD.
Genuine, 560 lb. casks, per cwt 4 75
Genuine, 100 lb. kegs. 5 25
No. 1, casks, per 100 lbs. 4 25
No. 1, kegs, per 100 lbs. 4 75

SHINGLE STAINS.
In 5-gallon buckets 0 75

TURPENTINE AND OIL. Montreal Toronto
Prime white petroleum per gal. 0 13
Water white 0 15
Pratt's astral 0 17
Castor oil, per lb. 0 08
Motor Gasoline single bbls. 0 12
Benzine, per gal single bbls. 0 15
Turpentine, single barrels 0 78
Linseed Oil, raw 0 84
" boiled 0 87

VARNISHES. Per gal. cans.
Carriage, No. 1 1 50
Pale durable body 3 50
" hard rubbing 3 00
Finest elastic gear 3 00
Elastic Oak 1 50
Furniture, polishing 4 00
Furniture, extra 1 15
" No. 1 0 80
" " 0 85
Light oil finish 1 30
Gold size japan 2 00
Turps brown japan 1 50
No. 1 brown japan 1 00
Baking black japan 1 35
No. 1 black japan 0 80
Benzine black japan 2 50
Crystal Damar 2 25
Pure asphaltum 1 40
Oilcloth 1 50
Lightning dryer 0 75
Elastiline varnish 2 00
Granitine floor varnish 2 50
Maple Leaf coach enamels 1 20
Sherwin-Williams' kopal varnish 2 50
Canada Paint Co.'s sun varnish 2 00
" Kyanize " Interior Finish 2 40
" Flint-Lac " coach 1 80
B.H. Co.'s "Gold Medal" in casks 2 50
Jamieson's Copalene 3 50
Flatline floor finish 3 07
Elastica exterior finish 4 25
Island City Dreadnought Finish 2 07
Stovepipe varnish, 1 pints, per gross 8 00
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., \$2.30.
Pure white shellac varnish, in barrels 1 75
Pure orange " 1 70
No. 1 orange " 1 25

WINDOW GLASS
Size United Inches Star Double Diamond
Under 26 24 25 \$ 6 25
26 to 40 4 65 6 75
41 to 50 5 10 7 50
51 to 60 5 35 8 50
61 to 70 5 75 9 75
71 to 80 6 25 11 00
81 to 85 7 00 12 50
86 to 90 7 50 15 00
91 to 95 8 50 17 50
96 to 100 20 50
Toronto, 30 p.c. to 50 and 5. Broken boxes 50 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

Munro's Select Flake White. 5 85 6 40
Elephant Genuine 5 85 6 40
Lily Pure 5 40 5 55
Tiger Pure 5 50 5 65
Monarch (Windsor) 7 00
Essex Genuine 6 00
Brandram's B. B. Genuine 6 85 7 00
" Anchor " pure 5 60 5 65
Ramsay's Pure Lead 5 50 5 65
Ramsay's Exterior 5 25 5 60
" Crown and Anchor " pure 5 50 5 75
Island City pure lead 5 50 5 75
Robertson's Peary's 5 75
Decorators' Pure 5 50 5 65
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).
Extra Red Seal, V.M. 0 07

WHITE ZINC IN OIL)
Pure, in 25-lb. irons 0 08
No. 1, " 0 07
No. 2, " 0 05

WHITING.
Plain, in bbls 0 75
Gilders bolted in barrels 1 00

HARDWARE

ADZE
Carpenters', per doz. 12 50 14 00
Plainship, " 18 60 22 00

AXES AND HATCHETS
Single bit, per doz. 6 00 9 00
Double bit 9 60 11 00
Bench Axes 6 75 10 00
Broad Axes 22 75 25 00
Hunters' Axes 5 00 6 00
Boys' Axes 5 75 6 50
Lathing hatchets 4 70 10 00
Shingle 1 45 6 75
Claw 1 70 5 00
Barrell 4 50 6 25

ANVILS.
Taylor-Forbes, prospectors 0 05
Buckworth, per lb. 0 10

AMMUNITION
"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Bulk Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, \$1 20, per 100 lbs.; bags less than 25 lbs., 3c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS
Ford's auger bits. 30 and 10
Irwin's auger 47
Gilmour's auger 60
Gilmour's auger 50 and 10
Gilmour's car 47
Clark's expensive 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

stearns wood track doz. pairs 4 50 8 00
Zenith 9 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 6 50
Double strap hangers, doz. sets 6 40
Standard jointed hangers, " 6 40
Steel King hangers 6 25
Storm King and safety hangers 6 50
Crown rail 4 25
Crecent 4 85
Sovereign 6 50
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent 7 25
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen 2 35
Defiance, dozen 2 75
Gem dozen 7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.
Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new \$1 list Per cent
" " and smaller 66 2-3
" " 7-16 and up 80
" " Norway Iron (\$3 list) 80
Machine Bolts, 1/2 and less 60, 10 and 5
Machine Bolts, 7-16 and up 60
Punch Bolts 55, 5 and 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, 1/2 and less 60 and 10
" " 7-16 and larger 55 and 5
Coach Screws, new list 72 1/2
Nuts, square, all sizes, 40c. per lb. off.
Nuts, hexagon, all sizes, 40c. per lb. off.
Stove Rods per lb., 5 1/2 to 6c.
Stove Bolts, 80

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll 0 70
O. K. paper, No. 1, per roll 0 75
O. K. paper, No. 2, 0 70
Plain Fibre, No. 1, per 400 ft. roll 0 45
Tarred Fibre, No. 1, per 400 ft. roll 0 55
Dry Cylone, 15 lb., 46 and larger 0 55
Tarred Sheathing (Joliet), 28 lb. 0 45
Tarred Felt, 7 oz., 50 lbs., per roll 1 80
Plain Surprise, per roll 0 35
Resin sized Fibre per roll 0 40
Asbestos building paper, per 100 lbs. 4 00
Heavy straw, plain & tarred, per ton 37 50
Same in Maritime Provinces, 42 50
Carpet Felt, per 60 lbs. 1 40
Tarred wool roofing felt, per 100 lbs. 1 80
Pitch, Boston or Sydney, per 100 lbs 0 70
Pitch, Scotch, per 100 lbs. 0 85
Heavy Fibre, 3 1/2 & 60, per 100 lbs. 3 00
2 Ply Ready Roofing, per square 0 80
3 Ply complete, per roll 0 95
Liquid Roofing Cement, bris., per gal 1 45
tins 0 20
Crude Coal Tar, per barrel 3 50
Refined Coal Tar, tins, per doz. 1 00
Refined Coal Tar, per barrel 4 60
Shingle varnish, per barrel 4 50
Cape, per lb. 0 08
Nails, per lb. 0 08
Mop cotton, per lb. 0 15



Amatite ROOFING

Needs No Painting

If you had a sample of Amatite in your hand you would see in an instant why it needs no painting or coating to keep it waterproof.

It has a rough surface of real mineral matter on the weather side.

It is evident to anyone that it is no more necessary to paint such a surface than it is necessary to paint a stone wall. Stone needs no paint; neither does Amatite. It is strong enough in itself to bear the brunt of rain and wind and sun without a protective coat of paint.

To paint Amatite would be a waste of time and trouble.

Amatite will last for many years without any care whatever. It is made to be trouble proof as well as weather proof.

A roofing that consists of smooth materials, made to receive a heavy coating of paint, is not a roofing at all—the paint is the real roof. If you are told that certain roofings don't need painting when first laid, don't be deceived into thinking that they are like Amatite. The first coat of paint has been applied at the factory—that's all, and it will wear off in a little while and require renewal.

No paint is good enough to make a durable roof; a thick layer of pitch faced with a real mineral surface is far better—and that means Amatite. Free Sample and Booklet—A Free sample with Booklet will be sent on request to our nearest office.

Paterson Manufacturing Company, Limited

Toronto

Montreal

Winnipeg

St. John, N.B.

Halifax, N.S.

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " manilla	0 09½
600 " "	0 11½
650 " "	0 13
Car lots, ½c. less; 5-ton lots, ½c. less.	
Central delivery.	

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c.	
Wrought Brass, 45 p.c. off revised list.	
Cast Iron Loose Pin, 60 per cent.	
Wrought Steel Fast Joint and Loose Pin, 70 per cent.	
Crescent brands, 70 per cent.	

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl 1 50	1 65
White Bros. English	2 00
" Lafarge " cement in wood	3 40
Fire brick, Scotch, per 1,000	33 00
" English	37 00
" American, low	23 00
" high	27 50
Fire clay (Scotch), net ton	5 60

CHALK AND PENCILS

Carpenters Colored, per gross ..	0 65
lead pencils, per gross ..	2 40

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ½ in., \$6.00; 5-16 in., \$4.85; ¾ in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 9-16 in., \$3.70; 1 1/8 in., \$3.65; 1 1/4 in., \$3.60; 1 1/2 in., \$3.45; 1 3/4 in., \$3.40.	
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Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto	
Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.	

CLAMPS

Malleable swivel head, 4 in.	2 50
adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lengths	3 00
3 " "	3 65
4 " "	4 80
5 " "	6 60
" " "	8 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.	
Copper tea and coffee pots, 45 p.c.	
Copper pitta, 30 per cent.	
Foundry goods, hollow ware, 45 p.c.	

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	

DOOR SETS.

Canadian, 45 and 10 per cent.	
-------------------------------	--

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	8 00

DRAW KNIVES.

arpente 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 8

DRILLS

Bit stock drills, 8-32 in., doz	8 57
---------------------------------------	------

RESCUTECHROMS.

Canadian, 45 and 10 per cent.	
-------------------------------	--

RESCUTECHROM FINS.

Steel, discount 50 per cent.	
Brass, 85 per cent.	

RAVETROUSERS.

8 inch, in 10 foot lengths	2 75
10 " "	3 00
12 " "	3 50
15 " "	5 00
Add extra 10c. per 100 on O.G. Round Bead Trough.	

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.	
Hand delivery and creamery cans, 40 p.c.	
Railroad and cream cans and taps, 45 p.c.	
Creamery trimmings, 75 and 12½ p.c.	

FAUCETS.

Common, cork-lined, 35 per cent.	
----------------------------------	--

FARMER KNIVES

Buckworth, 50 p.c.	
--------------------	--

FILES AND RASPS.

Diston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs.	9 85
-------------------------------------	------

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.	
Flaring Pattern, 50 per cent.	
Galvanized washtubs, 45 per cent.	

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	9 60
Adze eye nail hammer, 10 oz.	1 25
" hickory handle, 1 lb., doz	6 35
" straight claw, 1 lb., doz	7 00
Farmers hammers, 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 80
Machinists, ½ lb., doz	3 30

HARVEST TOOLS.

50 and 5 per cent.	
Sidewalk and stable scrapers, net	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	

HALTERS

Jute Rope, ½ inch	9 00
" " 1 inch	10 00
" " 1 1/2 inch	12 00
Leather, 1 inch	4 00
Leather, 1 1/2 inch	5 20
Web	3 45

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in. 10 lb. net ..	7 25
" " 6-in. "	7 00
" " 8-in. "	8 75
" " 10-in. "	6 50
" " 10-in. and larger ..	6 25

Light T and strap, discount 85 p.c.

Screw hook and hinge—

under 12 in. per 100 lb. 4 35

over 12 in. 3 25

Orate hinges and back flaps, 85 and 5 p.c.

Orate hinges and hinge hasps, 85 p.c.

Spring, per gross, No. 5, \$16.10 No. 10, \$16.10;

No. 20, \$8.40; No. 30, \$17.50; No. 51,

\$7.76; No. 120, \$14.10.

Screen door sets, No. 2350, \$14.95; No. 2360,

\$19.55; No. 2375, \$21.85; No. 1192, \$19.55.

Chicago Spring Butts and Blanks, 12½ per cent.

Triple End Spring Butts, 30 and 10 per cent.

Chicago Floor Hinges, 37½ and 5 off.

Garden City Fire House Hinges, 12½ p.c.

"Chief" door hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
½ x 5	2 25
6-16 x 5	3 40
Bright wire screw eyes and hooks, 60 p.c.	
Bright steel gate hooks and staples, 40 p.c.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 and 20 p.c.	
Crescent hat and coat wire, 60 per cent.	

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908,	
\$2.45 per box base.	
Capwell brand, quotations on application.	

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium,	
No. 1 and smaller, \$3.75; No. 2 and larger,	
\$3.50; snow pattern. No. 1 and smaller, \$4.00,	
No. 2 and larger, \$3.75; "X.L." new light	
steel, No. 1 and smaller, \$4.10; No. 2 and	
larger, \$3.85; "X.L." featherweight steel, No.	
0 to 4, \$5.25; Special counterweight steel, No.	
0 to 4, \$5.50 pkg; toe-weight, all sizes, \$6.00.	
F.o.b. Montreal and Belleville. Extras for	
packing.	

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.	
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HOSE

Competition grade lawn hose, 70, 10 and 5.	
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ICE CREAM FREEZERS.

White Mountain, 50 p.c.	
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KNIVES

Hay knives, net list.	
Clauss, 50 and 25 per cent.	

KITCHEN ENAMELED WARE.

White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 p.c.	
Pearl, Imperial, Crescent and granite steel,	
80 and 10 per cent.	
Premier steel ware, 40 per cent.	
Star decorated steel and white, 25 per cent.	
Hollow ware, tinned cast, 50 per cent. off.	
Enamelled street signs, 40 p.c.	

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.	
Can openers, per doz.	0 40
Mincing knives, per doz.	0 50
Potato mashers, wire, per doz.	0 70
" wood	0 50
Vegetable slicers, per doz.	2 25
Universal meat chopper No. 1.	1 15
Enterprise chopper, each	1 30
Spiders and fry pans, 50 and 6 p.c.	
Star Al chopper 5 to 32	1 35
" 100 to 103	2 00
Kitchen hooks, bright	0 60
Toasters, 50 p.c.	
Fire shovels, 50.	
Oil camp stoves and ovens, 50 and 10.	

LADDERS

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.	
Extension ladders, 15c. per foot up.	

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast	6 75
Lift Tubular and Wing Plain	5 00
Japanning, 50c. per dozen extra.	
Prism globes, per dozen, \$1.20	
Lamp wick, 60 per cent.	

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives,	
12 in., \$5.25; 9 in. wheel, 3 knives, 12 in.,	
\$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75;	
10½ in. wheel, 4 knives, 12 in., \$8.50; 10 in.	
wheel, 4 knives, 12 in., ball bearing, \$10.00.	
50 per cent. f.o.b. Guelph.	
D. Maxwell & Sons—8 in. open wheel,	
3 knives, 12 in. \$2.75; do., 4 knives, \$2.85;	
9 in. wheel, 3 knives, 12 in. sizes, \$3.30;	
do., 4 knives, \$3.50; 10½ in. wheel, 4 knives,	
12 in. sizes, \$4; ball bearing, \$4.85.	

LOCKS AND KEYS.

Canadian 45 and 10 per cent.	
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LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00

MALLETS.

Tinmith's, 3½ x 5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per	
doz.	1 95
Lignum Vitae, round 8 inch, per doz	3 40
Caulking, No. 8, oak, per doz.	15 00

MATS

Wire door mats, standard, 16x24, doz.	9 00
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METAL POLISH.

Tandem metal polish paste,	6 00
Axoline brass cleaner, 100 in package	6 50

MISCELLANEOUS SUPPLIES

Mattocks, 6 lb., 18 inch, \$5 dozen	
Picks, 6 to 7 lb., 4.25 doz.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 15½ cents per lb	
Drilling hammers, 6 cents per lb.	
Crowbars, 3½ cents per lb.	

MOPS AND IRONING BOARDS.

Mops, per doz.	1 20
Folding ironing boards	16 25

NAILS

1-1½ inch	3 35
1½ inch	3 05
1½-1½ inch	2 75
2-2½ inch	2 65
2½-3 inch	2 50
3-3½ inch	2 45
3½-4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35
Cut nails—Montreal, \$2.40; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33½ per cent.	
Pressed spikes, ½ diameter, per 100 lbs.	2 85

OAKUM.

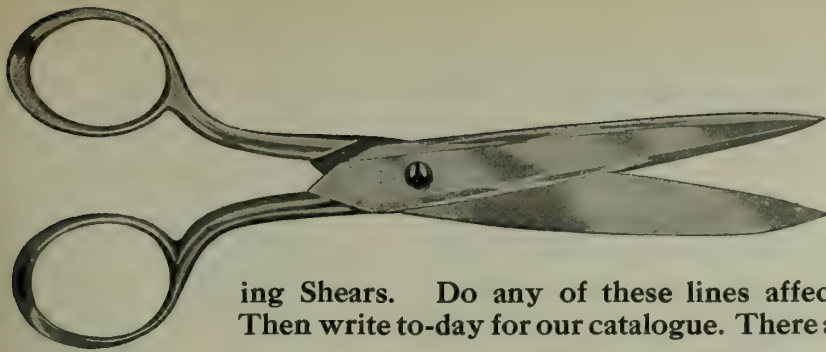
Plumbers ... per 100 lb.	4 50
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OILERS.

Kemp's Tornado and McOlarly's Model	
galvanized oil can, with pump, 5 gal-	
lon, per dozen	10 00
Davidson oilers, 40 per cent.	
Zino and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	

PLATED GOODS

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Always cut to the point

Here are a few kinds you can handle!

Household Shears—Stork Scissors—
Embroidery Scissors—Manicure
Scissors—Carving Shears—Dress-
makers' Shears—Metal Shears—Prun-

ing Shears. Do any of these lines affect your trade? I hear you say YES!
Then write to-day for our catalogue. There are points in it that mean money for you!

Clauss Shear Co'y.

169 Spadina Avenue

TORONTO

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware
and Metal bring results. Two cents
a word first insertion, one cent a
word each subsequent insertion.

ROPE AND TWINE.

Sisal rope.....	0 09
Pure Manila rope.....	0 11
"British" Manila.....	0 09 1/2
Cotton, 3-16 inch and larger.....	0 24
Russia Deep Sea.....	0 16
Jute.....	0 09
Lath Yarn, single.....	0 08 1/2
" double.....	0 09
Sisal bed cord, 48 feet.....per doz.	0 65
" 60 feet.....	0 80
" 72 feet.....	0 95
Cotton clothes line, 2 1/2 off.....	0 27
Bag, Russian twine, per lb.....	0 26
Wrapping, cotton, 3-ply twine.....	0 30
" 4-ply twine.....	0 30
Mattress twine per lb.....	0 33
Staging.....	0 27

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, 50 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 12 1/2 per cent.
Copper Burs only, 2 1/2 p.c.
Extras on Coppered Rivets 1-lb. packages
1c. per lb.; 1-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2 1/2c. per lb.

RIVET SETS.

Canadian, 35 to 3 1/2 per cent.

RULES.

Boxwood, No. 68, 2 feet, doz.....	1 15
Ivory, No. 1282, 2 foot, each.....	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished.....per set	0 75
" No. 50, nickel-plated.....	0 80
" handles, japanned, per gross	8 40
Common, plain.....	4 25
plated.....	5 50
Asbestos, per set.....	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.....	2 30
Solid, 3 to 30 lbs.....	1 40

SAW CORR.

No. 8, per lb.....	0 34 1/2
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SAWE.

Axles, hand and crosscut, 25 per cent.
Diston's Hand, 15 per cent

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

Common doors, 2 or 3 panel, walnut	Doz
stained, 4-in. style.....	7 80
Common doors, 2 or 3 panel, grained	8 10
only, 4-in. style.....	8 10
Beaver window screens, 14x15, open 28 1/2	1 60
inches.....	1 60
Perfection window screens, 14x15, open	1 80
24 inches.....	1 80
Model window screens, 14x22, open 36 1/2	2 25
inches.....	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne—Imperial
Standard, 35; Weigh Beams, 35; Champion
Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelleu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SMATHS.

Canadian, 40 per cent.	
SCREWS	
Wood, F.H., bright and steel.....	85 and 10
" R.H., bright.....	80 and 10
" F.H., brass.....	75 and 10
" R.H., brass.....	70 and 10
" F.H., bronze.....	70 and 10
" R.H., bronze.....	65 and 10
Drive screws.....	85 and 10
Set, case hardened.....	60
Square cap.....	50 and 05
Hexagon cap.....	45
Bench, wood, per doz.....	\$5 00
" iron, per doz.....	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's.....per doz.	0 65
North Bros., No. 30.....per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan
65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHelf BRACKETS

No. 140 55 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 3 1/2 per cent.
Baker, hockey 30c. upwards; spring,
Empire hockey sticks, \$3 00, \$3 50.
Micmac and Rex sticks, \$4 00, \$6 00.
Pucks, net, \$1 50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2 1/2 p.c.;
No. 3 and 4 grade, 60 and 2 1/2 p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. \$2 85

SPADES.

Harnes, 25 per cent
Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12 1/2 per cent.
Retained, 75 and 12 1/2 per cent.

SAP SPOUTS.

Bronzed iron with hooks.....per 1,000	7 50
Eureka tinned steel, hooks.....	8 00

STAPLES

Poultry netting, 100 lbs.....	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1/2 p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths..... 7 00 |

7 inch..... 7 50 |

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz. 1 22 |

7-inch..... 1 35 |

Polished, 15c per dozen extra.

Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock..... 18 75 |

STONES—OIL AND SCYTHE.

Washita.....per lb. 0 25 |

Hindustan..... 0 08 |

" slip..... 0 18 |

" Axe..... 0 10 |

Deer Creek..... 0 10 |

Deerlok..... 0 25 |

" Axe..... 0 15 |

Lilly white..... 0 42 |

Arkansas..... 1 50 |

Water-of-Ayr..... 0 10 |

Scythe.....per gross \$ 50 |

Grind, 40 to 200 lb., per ton..... 20 00 |

under 40 lb.,..... 24 00 |

200 lb. and over..... 28 00 |

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs) 40; cut tacks, blued, in dozens only, 80 and 10; 4 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsteryers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch point shoe rivets, 45 and 10; cheese box tacks, 8 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each.....	0 94
" steel, No. 264, 66 ft., each.....	3 15
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallo, No. 1821.....	1 95
" Steel, No. 1840, 50 feet.....	4 20

TROWELS.

Diston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMING.

Discount, 45 per cent.

Plain and retained, 75 and 12 1/2.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 45 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 60 per cent.

TRAPS (RAT AND MOUSE)

Out O' Sight Mouse Traps.....	Doz	0 60
" Rat Traps.....		1 20
Easy Set Mouse.....		0 45
" Rat.....		0 95
Blizzard Mouse Traps.....		0 45
" Rat Traps.....		0 95
Hold-Fast (formerly Devil) Mouse Traps		0 25
Hold-Fast (formerly Devil) Rat Traps		0 80
5-Hole Tin Chokers.....		0 80

VICES

Per pound.....	0 12	0 12 $\frac{3}{4}$
Hinged pipe vise, 25 lbs.....		3 55
Saw vise.....	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

WASHING MACHINES.

New Ontario.....	41 25
Round, re-acting per doz.....	73 75
Square.....	77 50
Dowdell.....	48 75
New Century, Style A.....	93 75
Ideal Power.....	165 00
Daisy.....	67 50
Stephenson.....	74 00
Puritan Motor.....	165 00
Connor, improved.....	48 75
Ottawa.....	51 25
Connor Ball Bearing.....	108 75
Connor Gearless Motor Washer.....	172 50
20 per cent.	

WRINGERS

Royal Canadian, 11 in., doz.....	42 25
Improved Royal Canadian, 11 in.....	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch.....	54 25
Trojan, 12 inch.....	97 50
Challenge, 3 year, 11 in.....	45 75
Ottawa, 3 year, 11 in.....	52 00
Favorite, 5 year, 1 in....	53 00
20 per cent.	

WHEELBARROWS

Navy, steel wheel, dozen.....	21 20
Garden, steel wheel, dozen.....	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.....	0 70
" " 34 in.....	1 00
" " 36 in.....	1 25
" " neckyokes, 36 in.....	1 05
" " doubletrees, 40 in.....	0 95
" " lumbermen's, 44 in.....	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 25 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

WRENCHES

Agricultural, 67 1/2 p.c.
WROUGHT IRON WASHERS.
Canadian, 50 per cent.

Amatite Roofing Co.....	68	Dods, P. D. & Co.....	64	Lealie, A. C., & Co.....	45	Pink, Thos.....	61
American Shearer Co.....	20	Dominion Cartridge Co.....	24	Lewis Bros., Ltd.....	2	Plymouth Cordage Co.....	55
Anti Splash Filter Co.....	20	Dominion Wire Mfg. Co.....	59	Lion Metal Co.....	17	Putnam City Co. Co.....	57
Armstrong Bros. Tool Co.....	21	Dorken Bros..... outside front cover	53	Lockerby & McComb.....	63	Queen City Oil Co.....	51
Atkins, E. C., & Co.....	23	Douglas Varnish Co.....	58	London Foundry Co.....	16	Ramsay, A., & Son Co.....	51
Atlas Mfg. Co.....	3	Dover Mfg. Co.....	58	London Rolling Mill Co.....	45	Record Foundry Co.....	13
Aylmer Pump and Scale Co.....	60	Dowsell Mfg. Co.....	72	Lufkin Rule Co..... inside back cover		Ribby, J.....	13
		Dubuc, L. E.....	57	Lysaght, John..... outside front cover		Robertson, Jas. Co., Montreal.....	54
Banwell Hoxie Wire Fence Co.....	63	Ford Auger Bit Co.....	57	McArthur, Alex., & Co.....	66	Rodgers, Jos., & Sons.....	20
Barnett, G. & H. Co..... outside back cover		Frothingham & Workman, Ltd.....	4	McBrien Mfg. Co.....	21	Rolland, J. D.....	16
Beardwood Agency.....	13	Garritt, T.....	56	McClary Mfg. Co.....	22	Ross Rifle Co.....	72
Bernz, Otto.....	57	Gendron Mfg. Co.....	19	McDougall, R., Co.....	68	Royal Polishes Co.....	64
Boker, H. & Co..... outside front cover		Gibb, Alexander.....	20	McGlashan-Clarke Co., Ltd.....	18		
Bowser, S. F., & Co., Ltd.....	53	Gilbertson, W., & Co.....	62	McKinnon Chain Co.....	59		
Brandram-Henderson, Ltd.....	48	Gillette Safety Razor Co.....	9	Manufacturers' Sales Co.....	64	Salverdy, E. B.....	55
Brantford Roofing Co.....	8	Gourack Ropework Co.....	14	Maple City Mfg. Co.....	16	Samuel, M. & L. Benjamin, & Co.....	12
Bryan, Thos., Ltd.....	8	Greening, B. Wire Co.....	14	Martin-Senour Co.....	49	Sanderson Harold Co.....	17
Buffalo Mfg. Co.....	53	Guelph Spring and Axle Co.....	13	Maxwell, D., & Sons.....	18	Seymour, Henry T., Shear Co.....	62
		Gutta Percha & Rubber Mfg. Co.....		Metal Shingle and Siding Co.....	15	Sharratt & Newth.....	62
			outside back cover	Montreal Rolling Mills Co.....	7	Sherwin-Williams Co.....	43
Cameron & Campbell.....	21	Hallam, John.....	20	Montreal Smelting and Refining Works.....	21	Simonds Mfg. Co.....	19
Canada Foundry Co.....	56	Hamilton Bridge Co.....	54	Moore, Benjamin, & Co.....	52	Simonds Canada Saw Co.....	8
Canada Paint Co.....	50	Harrington & Richardson.....	14	Morrill, Chas.....	64	Smith Hardware Co.....	13
Canada Screw Co.....	65	Harris, J. W., Co.....	12	Morris & Bailey Steel Co.....	53	Spransator Co.....	51
Canada Steel Goods Co.....	6	Hart & Cooley.....	8	Morrison, James, Brass Mfg. Co.....	24	Stairs, Wm., Son & Morrow.....	71
Canada Wire Goods Mfg. Co.....	21	Heinisch, R., Sons Co.....	20			Standard Chain Co.....	54
Canadian Oil Co.....	52	Hemphill, T. W.....	6	Nagle, H., & Co.....	56	Standard Paint and Varnish Co.....	51
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Canadian Sales & Mfg. Co.....	21	Hobbs Mfg. Co.....	4	Newman, W., & Sons.....	67	Steel Trough and Machine Co.....	23
Carter-Crume Co.....	20	Horton Mfg. Co.....	4	Nicholson File Co.....	71	Stephens, G. F.....	41
Cartland, Jas., & Son.....	9	Howland, H. S., Sons & Co.....	5	Nixon & Winterbottom.....	67	Still, J. H. Mfg. Co..... inside back cover	
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Clauss Shear Co.....	24	Jack, Watson, & Co.....	50	Ontario Wind Engine and Pump Co.....	20	Toronto Plate Glass Importing Co.....	21
Collins Mfg. Co.....	9	James & Reid.....	13	Orford Copper Co.....	13	Tuttle & Bailey.....	10
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Corbin Cabinet Lock Co.....	65	Johnson's, Iver, Arms and Cycle Works.....	21	Owen Sound Wire Fence Co.....	53	Warren Mfg. Co.....	20
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Auger Bits. Ford Auger Bit Co., Holyoke, Mass.	Cable Dogs—Galvanized and Plain Star Expansion Bolt Co., New York	McGlashan, Clarke Co., Ltd., Niagara Falls	Dominion Wire Mfg. Co., Montreal.
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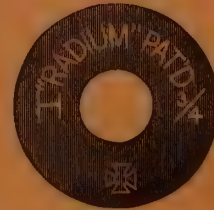
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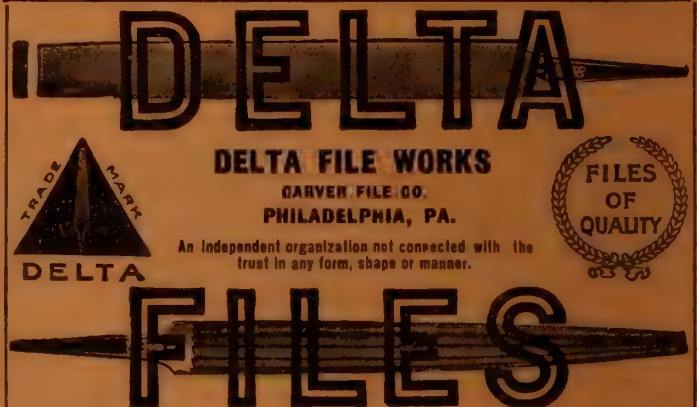
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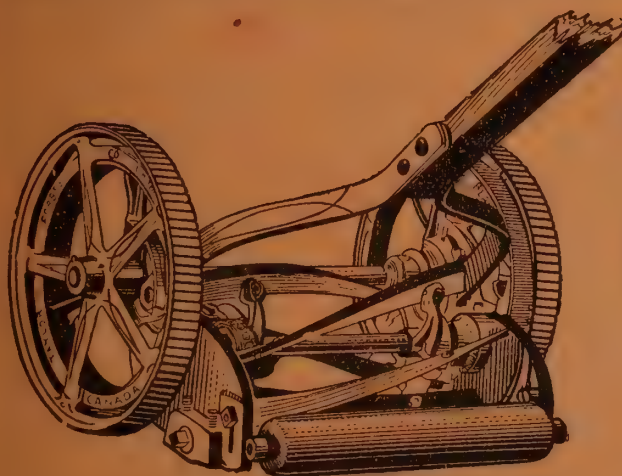
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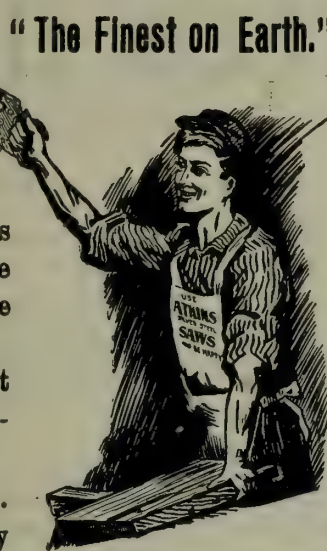
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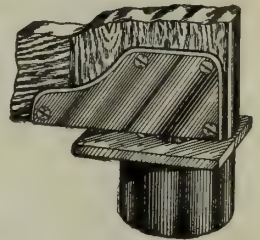
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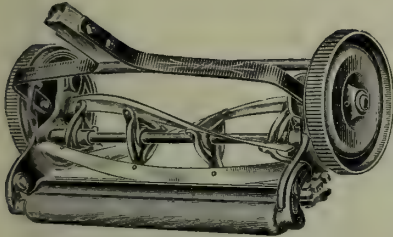
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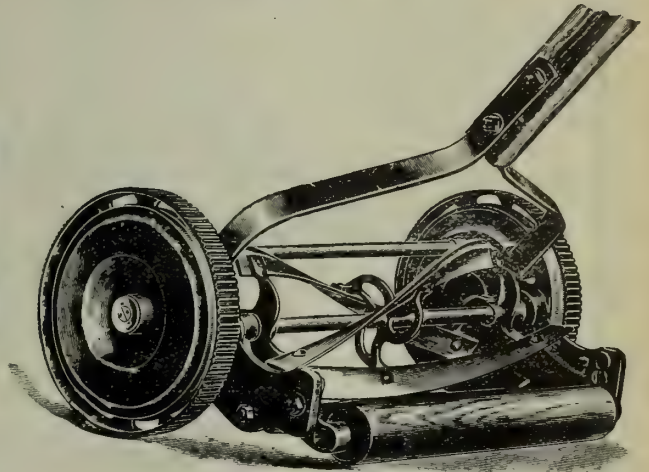
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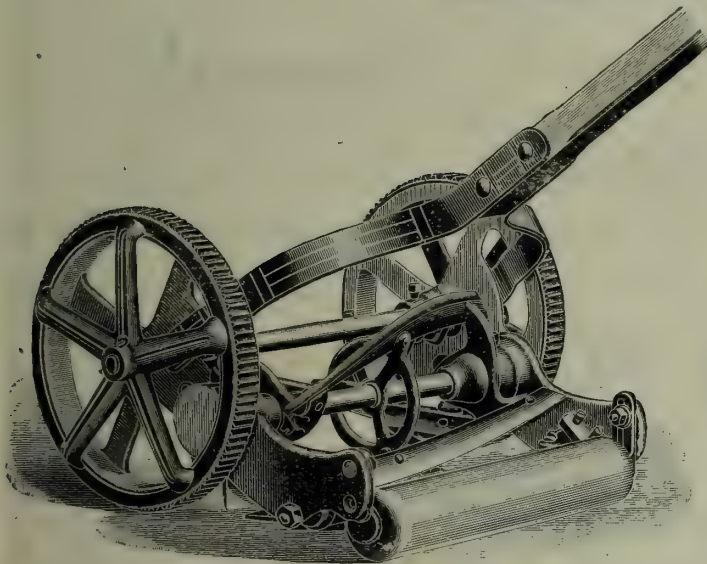
For the next few weeks watch this page weekly for pointers in Spring Buying



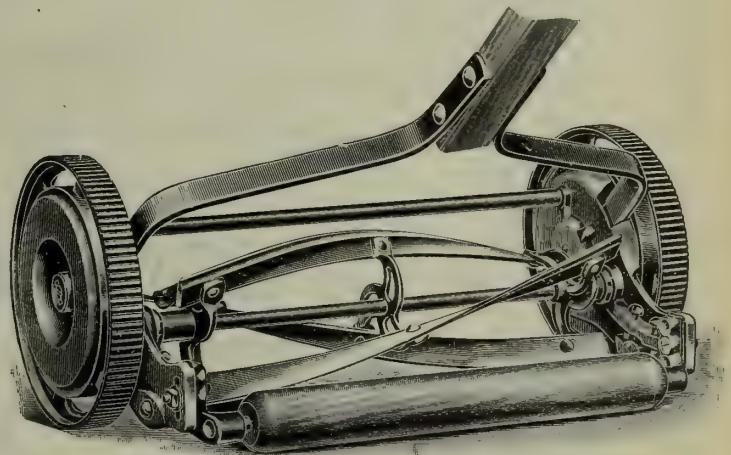
BALDWIN—Plain Bearing, 8 in. Wheels, Three Knives, Stock Sizes—12 to 16-in.



NEW ENGLAND—Ball Bearing, 8-in. Wheel, Three Knives, Stock Sizes—14 to 18-in.



BLACK DIAMOND—Ball Bearing, 10-in. Wheel, Four Knives, Stock Sizes—14 to 20-in.



COMMONWEALTH—Plain Bearing, 9-in. Wheel, Three Knives, Stock Sizes—14 to 18-in.

The above four are our specialties, and they are all trade winners---New Lawn Mower Catalog, just issued, showing fourteen machines, and showing all Taylor-Forbes lines and in addition to those illustrated above, several high-grade American made machines. A post card will bring a copy of this catalog, and on request our traveller will call on you and show you samples.

We job more Lawn Mowers than any two Houses in the Dominion

Prompt attention given to mail orders.

LEWIS BROS., Limited

Importers and Distributors

MONTREAL

Ottawa

Toronto

Vancouver

IRON and STEEL

We are carrying one of the largest
stocks of Heavy Hardware in Canada

A Few of Our Specialties :

Hexagon Machinery Steel

Stock Sizes

$\frac{7}{8}$ " - 1" - $1\frac{1}{8}$ " - $1\frac{1}{4}$ " - $1\frac{3}{8}$ " - $1\frac{1}{2}$ "

— IRON —

Low Moor

Norway

Swedish

Tee Steel

Stock Sizes

1" - $1\frac{1}{4}$ " - $1\frac{1}{2}$ " - $1\frac{3}{4}$ " - 2" - $2\frac{1}{2}$ "

EDGE & SON'S

Crucible Steel Wire Rope

Special Crane Chain

Black Stub End Turnbuckles

Stock Sizes

$\frac{3}{8}$ " - $\frac{1}{2}$ " - $\frac{5}{8}$ " - $\frac{3}{4}$ " - $\frac{7}{8}$ " - 1" - $1\frac{1}{8}$ " - $1\frac{1}{4}$ " - $1\frac{1}{2}$ " - $1\frac{5}{8}$ " - $1\frac{3}{4}$ " - $1\frac{7}{8}$ " - 2"

Steel Angles

Galvanized Sheet Iron

"Queen's Head"

"Windmill Brand"

"Fleur de Lis"

WE
SHIP PROMPTLY

All inquiries receive our prompt attention

WE
SHIP PROMPTLY



FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal

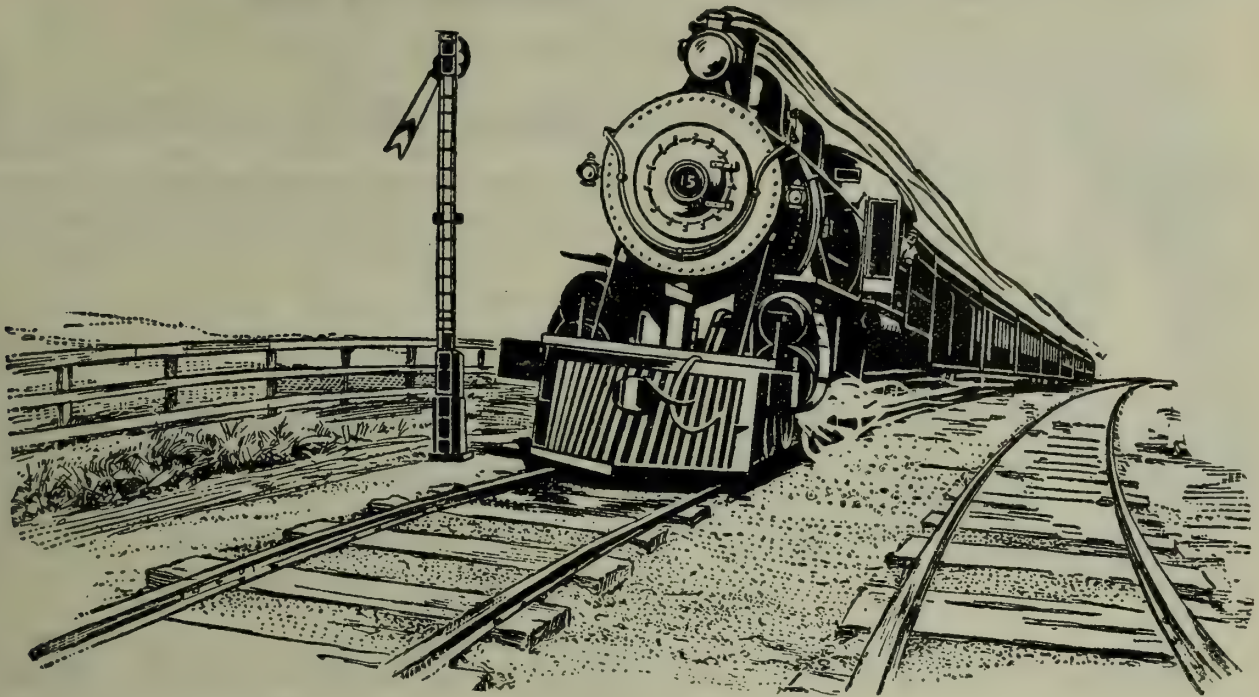
: : : : :

Canada



HARDWARE AND METAL

Letter Order Promptness



Our Letter Order business is growing right along because of absolutely reliable goods and fair, courteous treatment, coupled with prompt shipments. The mails are quick and precise, and if customers will get the habit of advising us regularly as to requirements, the service can be operated very much to their advantage. We give immediate attention to all correspondence, and send out only such goods as we can thoroughly recommend.

Get the Letter Order habit. It operates to your advantage in every way, with every element of risk eliminated in advance. Write us your wants and wishes at any time—particularly if we can be of service in any way.

Graham Nails
are
the best



Graham Nails
are
the best

H. S. HOWLAND, SONS & CO., Limited

Wholesale Hardware Merchants

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT



Registered

QUALITY

is the potent force that has placed

"Crescent Brand" Butts and Hinges

in the proud position they now occupy in the realm of Hardware. Whether judged from the standard of "appearance" or that of "intrinsic worth," there can be no question of "Crescent Brand Superiority."

The prices are not any higher than is asked for the inferior makes.

Merchants who desire the Builders' and Contractors' Orders

cannot afford to stock any Butts or Hinges that are not made by

CANADA STEEL GOODS COMPANY, Ltd.
MANUFACTURERS. - - HAMILTON, CANADA

LAMP BLACK

WHEN ordering ask for Bear Germantown and get Photo of Polar Bear 7 x 9 as it appeared before the Grand Stand at the Industrial Exhibition in the Celebrated Act on a large ball holding the Union Jack.

Quality of Black Guaranteed

E. FIELDING, CANADIAN AGENTS TO JOBBING TRADE
34 Yonge St., Toronto

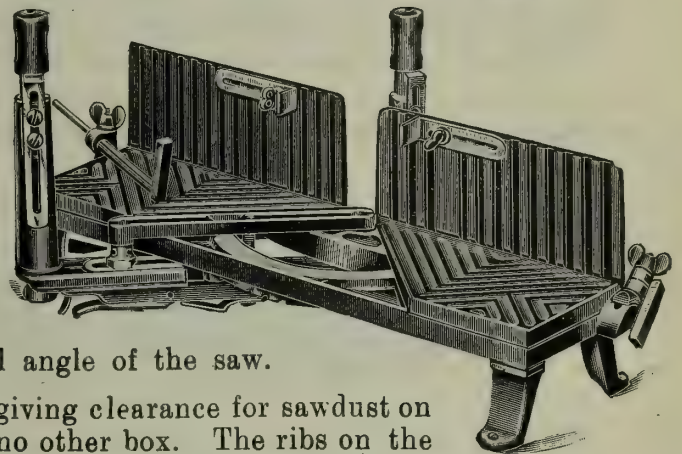
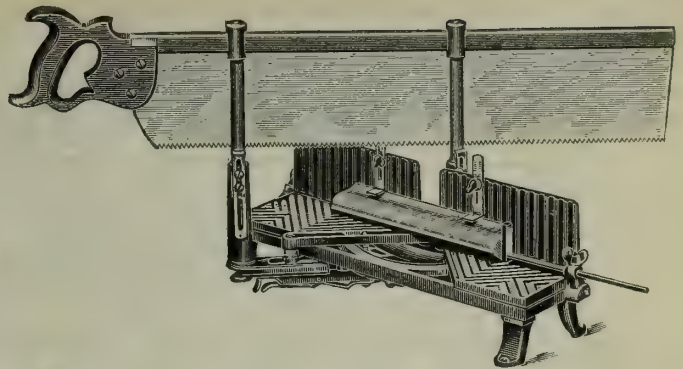
New Marsh-Ayer NICKEL PLATED Mitre Boxes

The Most Complete
One Yet Designed

Fitted with 28 x 5 in. Saw

Bed, Back and Plates

Cast in One Piece, Giving Abundant
Strength to the Frame.



DEGREE SCALE, showing the actual angle of the saw.

BACK AND BED BOTH RIBBED, giving clearance for sawdust on both surfaces, a feature that is found in no other box. The ribs on the bed are so designed as to help hold the stock in position without marring it.

LOCK FOR FASTENING THE SWINGING LEVER at any point. This lock is operated by pressing up on the finger latch and can be manipulated after setting the lever without changing the position of the hand.

STOCK GAUGES on back for holding crown mouldings or irregular shaped pieces. These gauges are in the most advantageous position for holding moulding while the saw is being forced through it, and because of their location may be left set when it is necessary to cut mouldings and casings alternately. They also may be used for clamping together several pieces that are to be cut at the same time.

LENGTH GAUGES for duplicate lengths up to 18 inches. These gauges may be swung instantly into position from behind the box, as they are set on a swivel, and may, if desired, be used as back rests for cutting angles more acute than 45 degrees.

AUTOMATIC SAW GUIDE STOP, a simple but effective device for holding the saw in position above the work, leaving both hands free for adjusting the same. It is released by pressing down on the saw, and acts as a stop to prevent saw guides from being drawn completely out from the posts.

EXTRA LONG SAW GUIDES for holding the saw steady when guides are drawn up to their full capacity.

INDEX Plate on side of lever showing angles required for figure of any number of sides.

Wholesale Distributors

Caverhill Searmont & Co

MONTREAL & WINNIPEG

"Brantford" "Roofing"

FREE
A Series of Retail Ads.

We have had a series of roofing advertisements prepared, at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing" it's time you were. Better write for our proposition.

BRANTFORD ROOFING CO., Limited

::

BRANTFORD, CANADA

Winnipeg Agents: General Supply Co. of Canada, Limited, Market and Louise Sts.

Montreal Branch: 300 St. James St., Montreal, Que.

Simonds "Crescent Ground" Cross-Cut Saws

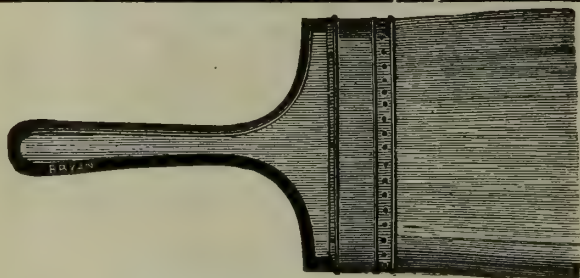


The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd.

Montreal, P.Q., Vancouver, B.C., St. John, N.B.



IT WILL PAY YOU

TO HOLD YOUR SPRING ORDER FOR

Brushes, Brooms and Woodenware

and not to place it until you have seen our complete line at the Retail Hardware Convention at London in

February. You will find a splendid range of finest quality goods which cannot fail to meet every requirement.

Thomas Bryan, Limited, London, Ontario

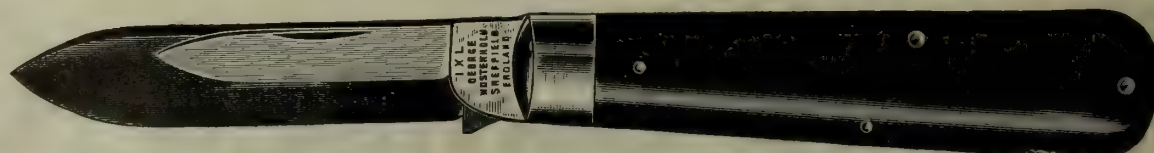
Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg Calgary and Edmonton

Wostenholm's Fine Sheffield Cutlery

Trade Mark

I-XL (I excel)

DOUBLE JACK KNIFE—No. 292



Hand Forged Blades. Best value ever manufactured. Made in all sizes and coverings.

For sale by leading jobbers. Insist on I-XL. Every Knife guaranteed.

A. MACFARLANE & CO., MONTREAL, Canadian Representatives

Disston

MACHINISTS' GAUGES

Any man who uses a Gauge will tell you there are two kinds—

- 1—The usual kind, and
- 2—The GAUGES which DISSTON makes.

DISSTON Gauges stand out because of their ACCURACY. Like every product of the DISSTON works, extreme care in making gives them a characteristic that makes a good workman prefer DISSTON Gauges. Their absolute RELIABILITY has made them the favorite GAUGES. Display the DISSTON line of Gauges and other tools, and you'll attract the trade which will buy ONLY the BEST TOOLS.

HENRY DISSTON & SONS, INC.

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA

U.S.A.



Keen Buyers

of Horse Clipping Machines

**BUY THE BEST MACHINES. IT'S MERELY
A MATTER OF BUSINESS—NOT SENTIMENT**

It really makes no difference to the hardware dealer where the machine was made. He is in business to sell *good* goods—goods that satisfy customers and bring more business. The merit of a machine lies in what it will do—how long it will last—and how much it costs.

ON THE STRENGTH OF ITS MERITS

Stewart Horse Clipping Machines

are being used by horse-owners and sold by dealers in every civilized country on the globe.

One concern pilfered the idea on our Stewart No. 1. Of course, it was rather a clumsy adaption, but it was visible acknowledgment of Stewart superiority. The "counterfeit" machine resembles the Stewart in appearance—but the similarity ends right there. They couldn't steal the manufacturing process, because it may be imitated, but it is *not* equaled. Again, the Stewart has gears made of cut steel made file hard—not mere cast steel.

We fit the Stewart No. 1 with plenty of high grade flexible shaft and equip it with the famous Stewart tension one-nut clipping knife. We guarantee it to please the user better than any other machine made, or it can be returned to us at our expense and money will be refunded.

Send for details of our plan which helps dealers sell more horse clipping machines and which includes individual advertising.

CHICAGO FLEXIBLE SHAFT CO., 250 La Salle Avenue, CHICAGO

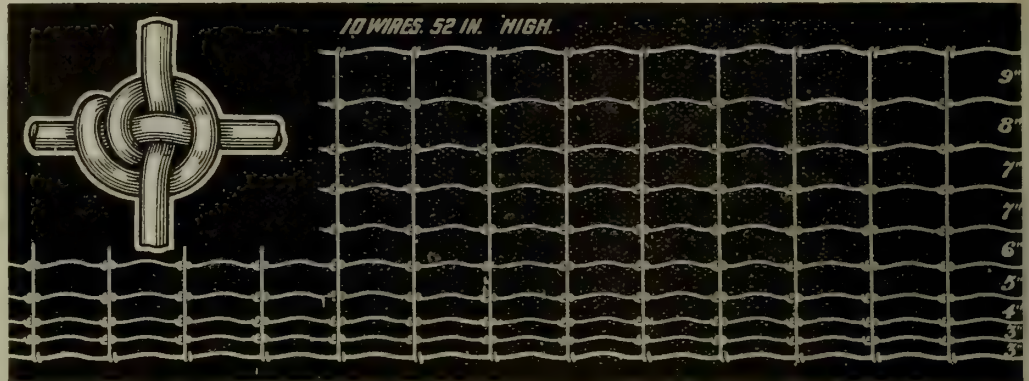


Some Day You Are Sure to Buy "DOMINION SPECIAL" Field Fence Why Not Now?

You have a unique opportunity in buying "DOMINION SPECIAL" Field Fence in mixed carloads with our many other commodities, and thus enjoy the advantage of carload shipments.

"DOMINION SPECIAL" Field Fence is growing in popularity, exceeding our most sanguine expectations, and every Dealer in the DOMINION should stock it.

When making up MIXED CARLOAD ORDERS, note that we manufacture Wire Nails, Barbed Wire, Galvanized Wire, Fence Staples, Plain Wire, Coiled Spring Wire, Bright Wire Goods, Wood Screws, etc., and do not forget



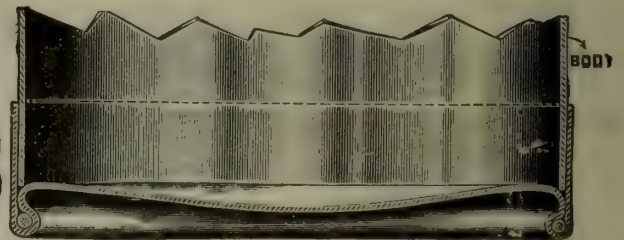
"DOMINION SPECIAL" Field Fence
"THE LANDMARK OF THE FUTURE"

Manufactured by

Dominion Wire Manufacturing Co., Limited - - - Montreal



NOW IS THE SEASON FOR Milk Can Trimmings



SECTIONAL VIEW OF MILK CAN BOTTOM



THE BEST AND ONLY SAMSON BOTTOM

† Buy your trimmings now and be prepared for the rush.

† We have everything in the trimming line, side handles, cover handles, centre hoops, top or bottom hoops, covers, and the one-piece "Samson" bottom.

ORDER NOW

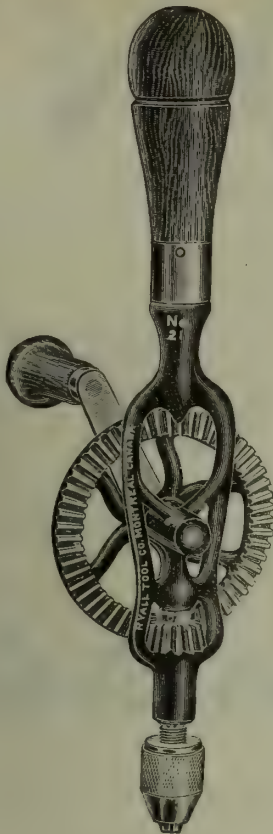
McCLARY'S

London
Montreal

Toronto
Winnipeg

Vancouver
Hamilton

St. John, N.B.
Calgary



No. 21

Manufactured by

Ryall Tool Company, Montreal, Canada No. 21 Hand Drill

with chuck, capacity 0 to 5/32nds for round shank drills. Eight drill points supplied with each.

CHUCK—Nickel-plated. Three independent jaws with positive grip, self centering for round shank drills up to 5/32nds.

GEARS—Cut from solid metal, nickel-plated.

GUIDE PLATE—Acts as a double gear.

FRAME—Best malleable iron, enameled.

HANDLES—Full size, polished wood. Head handle with screw cap, holding drill points 1 to 8/64ths.

Price Per Dozen, \$24.00 List.

Write for catalogue and discount to

Decatur, Bull & Co.

Selling Agents,

MONTREAL, CANADA



The "Famous" Base Burner

—Here it is—

You know the stove, the new 400 series, and you know its features, such as triple exposed flues, double mica door catch, etc., the best stove on the market, and we have lots of them in stock, waiting for your call. Perhaps you have not tried it yet; if not

TRY IT NOW.

McCLARY'S

London, Toronto, Vancouver, St. John, N.B.
Montreal, Winnipeg, Hamilton, Calgary.

PIG IRON

BRANDS :

“Glengarnock” “Carnbroe” “Jarrow”

Prompt Shipments.

Attractive Prices.

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

“Zephyr Ventilator”

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the “Zephyr Ventilator” in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The “Zephyr” cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The “Zephyr” makes high chimneys unnecessary.

HOLLIDAY BROTHERS
General Merchants

Quebec, Dec. 18th, 1905

The J. W. Harris Mfg. Co., Ltd.
Montreal.

Dear Sirs:

The Ventilator referred to in your favor of 27th, which was used to ventilate galley of our “S.S. King Edward,” has given entire satisfaction.

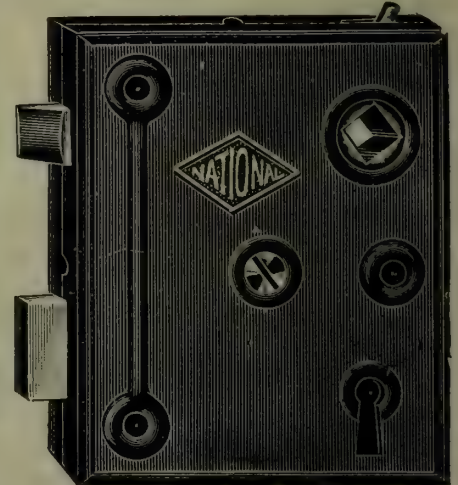
Yours truly,
Holliday Bros.

Made by

THE J. W. HARRIS MFG. CO., LIMITED

CONTRACTORS

Montreal



Steel Rim Locks

Insist on having the

NATIONAL BRAND

They are best strongest and most durable

NATIONAL HARDWARE CO., Limited

ORILLIA

ONTARIO

CANADA

The "FAVORITE" CHURN

C is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is Angle Steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily **BEATS ALL OTHER CHURNS** in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn ½ to 30 gallons of cream.

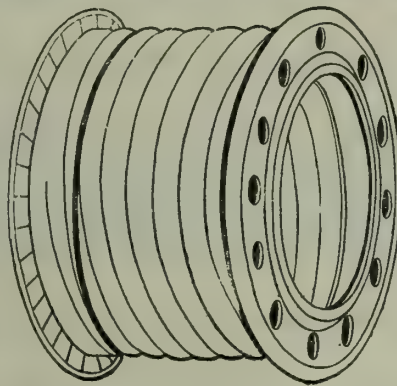
DAVID MAXWELL & SONS, St. Marys, Ontario



60 YEARS' EXPERIENCE
PATENTS
TRADE MARKS DESIGNS COPYRIGHTS & C.

Anyone sending a sketch and description may quickly ascertain our opinion free whether an invention is probably patentable. Communications strictly confidential. **HANDBOOK on Patents** sent free. Oldest agency for securing patents. Patents taken through Munn & Co. receive special notice, without charge, in the **Scientific American**. A handsomely illustrated weekly. Largest circulation of any scientific journal. Terms for Canada, \$3.75 a year, postage prepaid. Sold by all newsdealers.
MUNN & Co. 361 Broadway, New York
Branch Office, 625 F St., Washington, D. C.

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both Floors and Partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

TRY A

Condensed Ad.

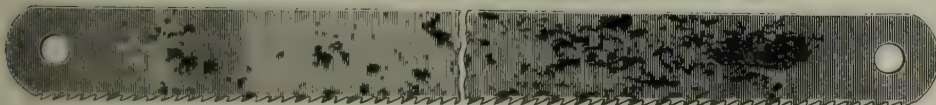
IN

Hardware and Metal

We Have Cut the Price in Two!

Is there **NOW** any other article so cheap as

STAR HACK SAWS



at this new list of prices, viz.:

\$3.50 3.75 4.00 4.50 5.00 5.50 6.00 per gross ??
6 7 8 9 10 11 12 Inch

At this new list we will furnish the *best* Blades that have ever been made. *Now* is the time to buy.

MILLERS FALLS COMPANY, 28 WARREN STREET, NEW YORK, N.Y.

THE WHITE MOP WRINGER

is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

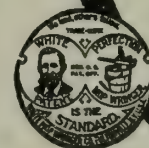
EACH WRINGER IS WARRANTED

MADE IN CANADA

Order from your jobber or from us.

WHITE MOP WRINGER CO.

Fultonville, New York



This Trade Mark Insures Genuineness Originality Perfection Satisfaction



When writing advertisers kindly mention having seen the advertisement in this paper.

Hardware Men, Stock Up

NOW IS THE TIME THE MILLS AND FACTORIES

Require Babbitt Metal

Re-Babbitting is always done in the quiet and stock-taking time

Mogul in 100-lb.
boxes, 6c. per lb.
Toronto, net



Get our prices on
other grades

Babbitt Metal for all requirements

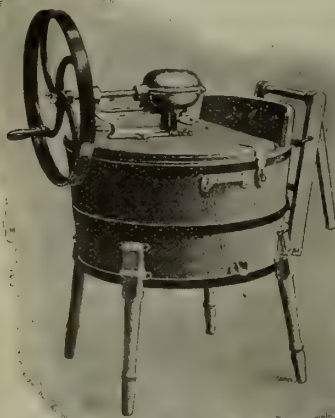
The Canada Metal Co., Ltd., Toronto

Simplicity of Gearing

is a leading feature of the

"Winner" Rotary Washer

which is not at all liable to get out of order.



The main shaft runs on roller-bearings, which carry all the weight and make the machine very easy-running. The inside is widely corrugated, and the whole machine is strongly built and attractively finished. The new stave-leg ensures perfect rigidity.

A strong selling-line you can handle profitably.

Write for Catalogue and Prices.

J. H. Connor & Son, Limited
OTTAWA, CAN.

NEW BRANCH

When you come to Toronto our Toronto Branch is at the corner Colborne and Leader Lane. The King Edward Hotel is in the same block with us, which is quite an advantage to the K.E.H.

Call and see us.

We will show you

Bradley Stencil Machines

BRASS STENCILS, RUBBER STAMPS

and a great many other things in
the Stamp Line.

TORONTO BRANCH

**Hamilton Stamp and
Stencil Works, Ltd.**

Orders addressed to Toronto Branch will receive prompt
attention. Phone, Main 5841.



Our Acorn Trade Mark



is the buyer's safeguard. There is no guess work about this brand



Corrugated Galvanized Sheets

Their quality is assured because they are galvanized in strict accordance with British Government specifications. You would be foolish to buy an inferior brand, when "Acorn" Sheets cost no more.

Manufactured only by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

BUSINESS BRINGERS FOR 1910

Were your profits for 1909 as large as they should have been, Mr. Dealer? Did you have the first stock of some goods on the shelf, gathering dust nearly the whole year? Take on a line of

Star Expansion Bolts

Get your clerks to count the inquiries coming in for them, and the sales of the Star and of other lines which results.

The STAR is truly a drawing card for your trade.

Write for catalogue 36 and samples TO-DAY.

Star Expansion Bolt Co.

Catalogue Department 36 149 Cedar Street
NEW YORK, N.Y.



THIS STOVE KEEPS YOUR FEET WARM



Others heat from the ceiling down. Must wait until room is packed full of heat. But not with the Reznor. You feel its warmth the instant the fire is lighted, because the Reznor reflector sends the heat to you—out through the room—spread over the floor. That saves fuel. The Reznor burner saves still more by giving you every atom of heat every foot of gas holds, because it burns all the gas.

No gas escapes; no odor escapes

Have you ever sold? Have you ever seen such a Heater?

Not unless you have handled the Reznor.

Exclusive sale given to Wide Awake Merchants. Write us for Catalogue and Agency

THE REZNOR SALES CO.,

169 Spadina Ave.,

TORONTO, ONT.

REZNOR

(The Original Reflector Gas Heater)

That's a new wrinkle, you think—heat on the floor—warm feet.

Yes, new to you if your experience with Gas Heaters hasn't included the Reznor.

But back of that idea stand 20 gloriously successful years for the Reznor.

In the last three years more than one hundred thousand—120,000 in exact figures—have been sold in five cities.

Of these, Pittsburg—the greatest gas burning community in the world—has taken more than 75,000.

Think of that. In a city where the people know more about how to burn gas than anywhere else in the world.

One of the reasons for the phenomenal Reznor sales is stated in the above headline.

It puts the heat on the floor first.

WATCH

This space next issue
for announcement of the

ACME FLEXIBLE STEEL DOOR MAT

of interest to every hard-
ware man, because it makes
for him good

MONEY

ACME STEEL GOODS CO.

MANUFACTURERS

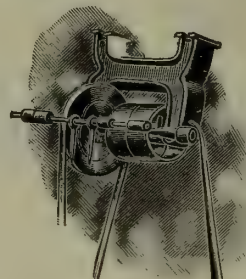
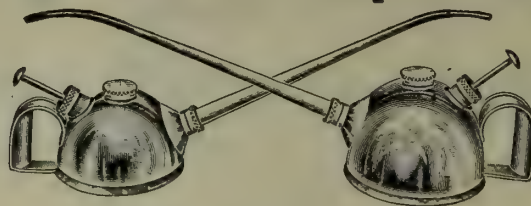
Main Office and Works: 2834-40 Archer Ave.

CHICAGO, ILL.

151 Lafayette St.
NEW YORK CITY

Empire Bldg.
ATLANTA, GA.

Howland's Pump Oilers



For sale by
all Jobbers
in Canada

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

MADE IN ENGLAND

TERRY'S (PATENT) STEEL SPRING EXERCISERS and DEVELOPERS

Made in hundreds of sizes and strengths



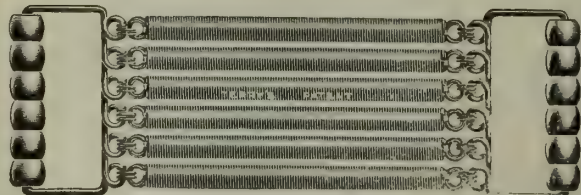
TERRY'S PATENT

No. 91. SINGLE CHEST EXPANDER.

Size	0	1	2	3	3A	4	5	6
Trade Prices	17/6	22/-	24/-	25/6	36/-	37/6	48/-	60/- per doz.

GOOD PROFITS

Send for 20/- parcel.



No. 92D. 6 STRAND CHEST EXPANDER.

Size	0	1	2	3	3A	4	5	6
Trade Prices	116/-	122/-	128/-	146/-	150/-	156/-	174/-	200/- per doz.

Fitted with detachable springs, as illustrated.

SEND FOR TRADE LISTS. Hundreds of lines that sell.

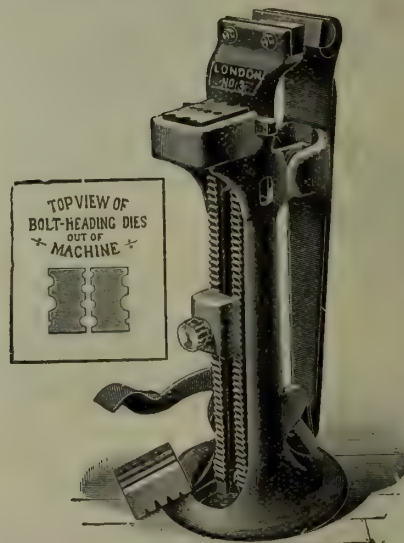
HERBERT TERRY & SONS (Box 100)

The Spring Specialists

REDDITCH, ENGLAND

Mention Paper

Horse Shoers' Foot Vise and Bolt Header



A Practical Tool and a Time-saver for the Busy
Blacksmith

Manufactured by

THE LONDON FOUNDRY CO.,
LONDON, CANADA

Limited

"EUREKA" Steel Sap Spouts

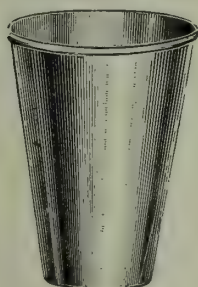


Made in two qualities
BERLIN BRONZE
22 Gauge
TINNED STEEL
20 Gauge
Patented 1896

Cut Shows Full Size of Spouts

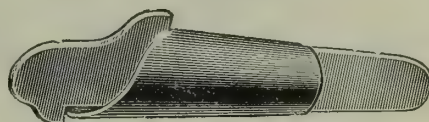
Supplied
with or
without
hooks

Prompt
Shipment
Guaranteed



A favorite with the trade and give entire satisfaction to customers, because they are strong, safe and secure; no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

"IMPERIAL" TAPERED



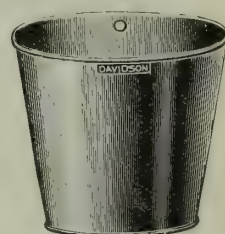
Made from heavy tinned sheets, especially adapted for covered sap buckets.

Sap Pails

Long Pattern—In 5 sizes, from 4 to 12 quarts.

Western Pattern—In 2 sizes, 6 and 10 quarts.

WRITE FOR PRICES



THE THOS. DAVIDSON MFG. CO., Limited
MONTREAL and WINNIPEG

Burman's British Clippers

are the STANDARD that set the pace for ALL others.

BURMAN'S and MERIT are Synonymous. The Trade know it. The Repeat Trade proves the Customers' Satisfaction.

BURMAN'S No. 17 POWER CLIPPER is the best.



THE STEEL in the Clippers is the best in the world.

It has the fine dust proof gear cover and works easily.

It has the advantage of speed. You can tell all your customers that it will CLIP A HORSE IN 30 MINUTES.

It will remove the thickest coat and leave a silk finish.

The Cut Gears have the double advantage of being Interchangeable in Parts.

All Packed Ready for Use.

Can't Get Wrong in Adjustment.

Backed by the Strength of Burman's Sterling Worth.

ALL LIVE HARDWAREMEN SHOULD PREPARE FOR THE BURMAN DEMAND.

B. & S. H. Thompson & Co., Limited, Montreal Sole Agents for Canada

\$25.00 WILL BUY A 4-FT. HARRIS WOOD FURNACE with galvanized casing, in good condition. \$50.00 will buy a good 6-ft. Cast Iron Cornice Brake, Moore make, in good condition. The P. Hymmen Co., Limited, Berlin, Ontario.

It Cost 72 Cents

for one insertion, but it was worth it. Here is copy of letter written just four days after the issue was mailed in which the advertisement appeared. This would be before even our subscribers in Vancouver would have received copy of the paper.

BERLIN, ONT., Jan. 12, 1910.

HARDWARE AND METAL,
Toronto.

Dear Sirs,—Drop out the part referring to wood furnace, as your advertisement has already sold this for us, but continue the item referring to Cornice Brake.

Yours truly,

THE P. HYMMEN CO., LIMITED.

The proof of the pudding is in the eating.

Try a Condensed Ad. and be convinced.

You may not be so fortunate as to find in one week the man who is interested in your proposition—but, then again, you may—at any rate give the proposition a good trial. Run the advertisement for a month and it is more than likely you will find some man just as anxious to buy as you are to sell.

The cost will be small.

2c. per word for first insertion.

1c. per word for subsequent insertions.

5c. additional each insertion when box number is required.

Write or phone our nearest office.

HARDWARE AND METAL

Montreal
Eastern Townships Bank Bldg.

Toronto
10 Front Street East

Winnipeg
511 Union Bank Building

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

AGENCIES WANTED

A. G. KIDSTON & CO., Glasgow and London, Metal, Hardware and Machinery Merchants, have opened an agency for the Dominion of New Zealand at Wellington, N.Z., under the charge of Mr. R. L. D. Kidston. A.G.K. & Co. are open to negotiate Canadian agencies for the Dominion of New Zealand, where they have a large and influential "clientele." Communications to 81 Great Clyde Street, Glasgow. (5)

AGENTS WANTED

A FIRM, confining their operations to the West, having several sole agencies for Canada, desires to negotiate with responsible party to work Ontario and Quebec. Orders going direct. Manufacturers represented are pre-eminent in their respective lines and have many customers in those two Provinces. Tiles, Glazed Bricks, Grates, Mantels, Baths, Stoves, Radiators, Paints and heavy hardware, etc. Address Box 935, **HARDWARE AND METAL**, Toronto. (4)

PROBABLY the most talked about machine in Canada is the Halner Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

ARTICLES FOR SALE

TINNERS' TOOLS—A snap on a set of practically new tools. In use short time. The Steele Hardware Store, Parkhill, Ont. (tf)

\$50.00 WILL BUY A 6 FT. CAST IRON CORNICE BRAKE, Moore make, in good condition. The P. Hymmen Co., Ltd., Berlin, Ont. (2tf)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—HARDWARE, STOVE and tin Smith business; good village, County Middlesex; stock \$3,000; snap. Box 888, **HARDWARE AND METAL**, Toronto. (tf)

FOR SALE—Hardware, furniture and implement business in thriving district in Saskatchewan. No direct opposition. Turnover during the last eight months \$18,000 at good profit. Stock and fixtures \$5,500. Property \$4,500, on easy terms. Good reasons for selling. Box 932, **HARDWARE AND METAL**, Toronto. (5)

FOR SALE—Growing hardware business in British Columbia. Stock \$5,000; lease \$110; turnover \$20,000; 75% cash. Box 944, **HARDWARE AND METAL**, Toronto. (4)

FOR SALE—General hardware business, situated in one of the best towns in Western Ontario and surrounded by one of the best farming communities and draws trade from a long distance. This is the chance of a lifetime to secure a business which has always been a money maker. Stock about \$9,000, clean and not \$1 worth of old stuff. Business could not be bought for \$1.25 only Western interests require owner's attention. Box 945, **HARDWARE AND METAL**, Toronto. (6)

GENERAL HARDWARE, STOVE AND BICYCLE business in a good Ontario village. Two railways. Stock about \$4,500. Partner having died reason for selling. Will sell at a rate on the dollar. Apply to Box 938, **HARDWARE AND METAL**, Toronto. (6)

HARDWARE BUSINESS, good town, stock \$5,500, terms 90c. on the dollar. Canadian Northern building through town. Reason for selling, owner going to British Columbia. Store rent \$125 per year. Apply Box 941, **HARDWARE AND METAL**, Toronto. (5)

HARDWARE BUSINESS FOR SALE—Good running business in town of over 6,000 in Western Canada. Stock about \$20,000. Tinsmithing, furnace work, plumbing and steam heating. Ill health owner's reason for selling. Will sell for cash or arrange for very reasonable terms. Building can be bought at a low price or leased at a reasonable rate for term of years, or would consider an active partner with good hardware experience. Box 939, **HARDWARE AND METAL**, Toronto. (4)

MISCELLANEOUS

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, **HARDWARE AND METAL**, Toronto. (tf)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 120 Bay Street, Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

COUNTER Check Books—especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

ERRORS AVOIDED, LABOR SAVED Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FOR FILING PAPERS, LETTERS and vouchers, fastening bulky envelopes or backing statements the ACME No. 2 Binder is indispensable in every office. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

GET THE BUSINESS; INCREASE YOUR SALES—Use Multigraph typewritten letters. The Multigraph does absolutely every form of printing. Saves you 25 p.c. to 75 p.c. of your printing bill. Multigraph your office forms, letterheads, circular letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto. (tf)

INSURE HEALTH BY INSTALLING PULLMAN SYSTEM OF NATURAL VENTILATION. Simple, inexpensive. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Teraulev St., Toronto. (tf)

USE the best carbon paper. Our "Klear Kopy" Carbon gives clear, unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WE ARE OFFERING A FEW SPECIAL BARGAINS in Remington and Smith Premier Typewriters. These are real bargains. The Monarch Typewriter Co., Ltd., 98 King Street West, Toronto.

WHEN buying bookcases insist on having the best on the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Limited. General offices, Woodstock, Ont. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writterpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

MISCELLANEOUS

A BOOK-KEEPING STAFF IN ITSELF—DOING the work with machine precision and accuracy—the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge Street, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us today. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont. (tf)

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease—no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ont. (tf)

\$75 buys the best duplicating machine on the market. ACME prints anything a job printer can. Complete outfit: Acme Machine, stand with type cases, drawer for accessories, 20 lb. typewriter type, chase, Acme ribbon to match typewriter, pair tweezers, quoin, key, set of galleys. Guaranteed. Acme Duplicator Co., Baltimore, Md., U.S.A. (tf)

SITUATIONS VACANT

HARDWARE SALESMAN who can sell goods, keep stock and hold trade. Teetotaler. Full particulars first letter. Box 943, **HARDWARE AND METAL**, Toronto. (5)

HARDWARE SALESMEN (2), experienced all lines. State age, size, wages expected, when can come and send references. Steady jobs. Taylor Bros., Ltd., Carleton Place, Ont. (5)

PRACTICAL TINSMITH AND FURNACE SALESMAN WANTED for western town. One who knows the strong points of the "Sunshine" and the most modern ideas for the installation of same. Good pay for the right man. Apply, The McClary Mfg. Co., London.

TINSMITHS (2), good all round men. Experienced in furnace, bench and cheese-factory work. One must be able to do plumbing. State age, size and send references for steady jobs. Taylor Bros., Ltd., Carleton Place, Ont. (5)

TINSMITH—Must be sober and industrious, must do a little plumbing as well as make up stock. Good on dairy and sugar utensils. State wages for a good job. Box 942, **HARDWARE AND METAL**, Toronto. (5)

SITUATIONS WANTED

SITUATION WANTED—As hardware salesman, 8 years' retail and road experience. Would prefer city job. All references. Box 936, **HARDWARE AND METAL**, Toronto. (5)

TECHNICALLY TRAINED, experienced and practical factory manager or assistant, open shortly for engagement. Strong on production and organizing department. Age 35. Write Box 933, **HARDWARE AND METAL**, Toronto. (1tf)

TINSMITH AND PLUMBER, with 3 years' experience, wants position. Apply Box 946, **HARDWARE AND METAL**, Toronto. (4)

YOUNG MAN, eight years' experience in hardware business, both wholesale and retail, wishes inside position, city preferred. Can give best of reference. Apply to Box 934, **HARDWARE AND METAL**, Toronto. (4)

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books

"GET THE BEST"

Phone or Write

The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CLIPPERS.

PRIEST'S CLIPPERS
BALL BEARINGS
THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webusoh & Hilger, Limited, special New York
Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels,
Grinding Machines, Beaver
Oil Stones.

FILTERS.

Anti-Splash Tap Filters

The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers.
We supply display cards that sell them.

Write for Prices and Sample.

The Anti-Splash Filter Co.

OWEN SOUND - - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind.
Has many working advantages over the ordinary spring,
and has twice the wear. In use throughout Great Britain
and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital St. - - - Birmingham

FURS.

FURS

Do you trap or buy
Furs? I am Canada's
largest dealer, I pay
highest prices. Your
shipments solicited.
I pay mail and ex-
press charges; remit
promptly. Also largest dealer in Beehives,
Sheepskins, etc. Quotations and shipping tags
sent free.

JOHN HALLAM, TORONTO

GALVANIZING.

GALVANIZING.

Work and Prices Right

ONTARIO WIND ENGINE & PUMP
CO., Limited
Toronto, Ont.

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufac-
turers' Agents. Cars Distributed, Warehoused
and Forwarded. Warehouse on Trans-
fer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

MANUFACTURERS' AGENTS.

THOMPSON & GUNN

333 Gore Avenue, VANCOUVER, B.C.

Famous "RELIANCE" Hot Water BOILERS
and "IDEAL" Hot Air FURNACES
MODERN "ALASKA" STEEL RANGES
Cooking and Heating Stoves
WRITE FOR PRICES

P. R. CUMMING

Manufacturers' Agent

Hardware, Hardware Specialties
Housefurnishings Woodenware, Etc.
Car Shipments a Specialty
Correspondence Solicited
347 Pender St. W. - VANCOUVER, B.C.

METAL PRODUCTS.

Estab. 1880

Bell Tel. East 419

MONTREAL SMELTING AND REFINING WORKS

Geo. Langwell & Son, Montreal, Que., Can.

Smelters and Refiners of all Metal Products

Makers of:—Anti-friction Babbit, Linotype, Stereo-
type, Electrotpe, Monoline, Pig Lead, Zinc, Spl-
ter, etc., also Gauge Glasses.

Get Quotations

NAILS.

JAMES PENDER & CO., Ltd.

ST. JOHN, N.B.

Manufacturers of

Coated Wire Box Nails, "ACME" Galvan-
ized Wire Nails, also "STANDARD" Toe } Best in
Calks—Blunt and Sharp } Canada
Horse Nails, Etc.

PORTABLE OVENS.



BAKERS' OVENS

Cut shows the "Hubbard" Patent.

There's good money supplying
the local baking trade with our
line of Baker's supplies.

Write us for prices.

The Warren Mfg Co., Limited
Toronto, Ont.
Phone, Parkdale 3188.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Felloc Plates.

J. M. KAINS & CO.

MANUFACTURERS' AGENT

83 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware
Specialty. Highest References.

T. W. HEMPHILL & CO.,

Manufacturers' Agents

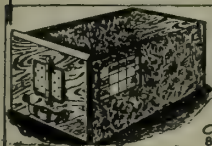
Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

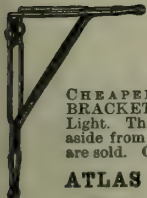
SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the **BENNETT STEEL HARDWARE SHELF BOX**. Saves 20% Shelf Room over wooden boxes. Write for Catalogue and Price List. **CAMERON and CAMPBELL**, 83 Richmond St. W. Toronto.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be **NOTHING BETTER, NOTHING CHEAPER** than the **BRADLEY STEEL BRACKET**. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

SIFTERS.

GOOD PROFITS FOR THE HARDWARE MERCHANT

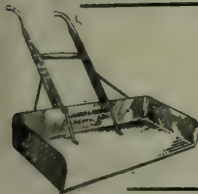
who sells our wooden or metallic ash sifters. They retail at 15 and 20c each.

Write for prices. We also manufacture tacks, nail and hardware specialties.

The McBrien Mfg. Co., Limited

Dovercourt - - - - - Toronto

SKATING RINK SCRAPERS.



HARDWARE MEN sell the Rink in your town an **ICE SCRAPER**

saves time and half the labor.

JAMES & REID, Sole Mfrs. Perth - - - - - Ont.

SNAPS.

"QUEEN" LOOP SNAP

Strong

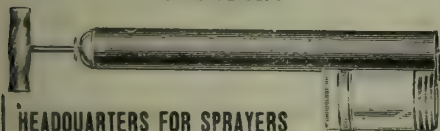


Durable

No. 900—Another addition to our line.

COVERT MFG. CO., TROY, N.Y., U.S.A.

SPRAYERS



HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruits, vegetables, disinfectants.

SEND FOR CATALOGUE AND PRICE LIST

COLLINS MFG. CO. - - - - - TORONTO

SOLDER

TINKERS' SOLDER

5 Bars to the lb. Our Phone No. is Main 1729

We will be pleased to quote you.

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

STEEL TROUGHS.



MAPLE EVAPORATORS

at a price within the reach of anyone. They make first-class syrup with a small amount of fuel. A great seller. Write us.

Agents Wanted
The Steel Trough & Machine Co., Ltd., Tweed, Ont., Can.

TOOLS.



OUR OFF-SET TOOL HOLDERS

Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand.

Write for Catalog.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave. CHICAGO,

U. S. A.



VENTILATORS.



Ventilators and Chimney Cows

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - - - - - Montreal

WIRE GOODS.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO

Factory 55 St. Paul Street

Office 107 St. James Street

MONTREAL

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

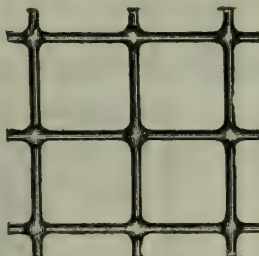
CANADA WIRE GOODS MFG. CO.

MANUFACTURERS OF EVERY KIND OF

Iron, Steel, Brass and Copper Wire Cloth

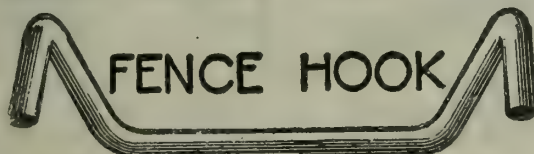
Crimped and Pressed Wire Work of all Kinds

HAMILTON - - - - - ONTARIO



GALVANIZED FENCE HOOK

For Fastening Wooden Picket of Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited,

- - - - - London, Ont.

GILBERTSON'S

COMET

ALEX. GIBB (Sole Canadian Agent),

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

Gilbertson's Sheets and the COMET Brand

mean quality and security in whatever work you may undertake. Galvanized Flat Sheets that are unequalled as to flatness, absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

13 St. John Street, Montreal

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St.,

- - - - - TORONTO

The roofing that pays dealers

Roofing that has been steadily and extensively advertised for several years to users all over the country is bound to have a larger and readier sale than substitutes and imitations that spring up like mushrooms, especially when it has the quality to back it up, and an immense organization to guarantee its quality.

Genasco Ready Roofing

is the roofing that the prospective users know about. They know what it is made of. We have been telling them about the Trinidad Lake Asphalt that makes Genasco resist sun, air, heat, cold, fire and acids, and makes it last. They know there's no mystery about it—and that's the kind of roofing they want.

This makes Genasco an easy seller and a satisfaction giver. That's the reason it pays you to sell it. Mineral and smooth surface. Fully guaranteed in writing. Write for samples and full information.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world.

NEW YORK

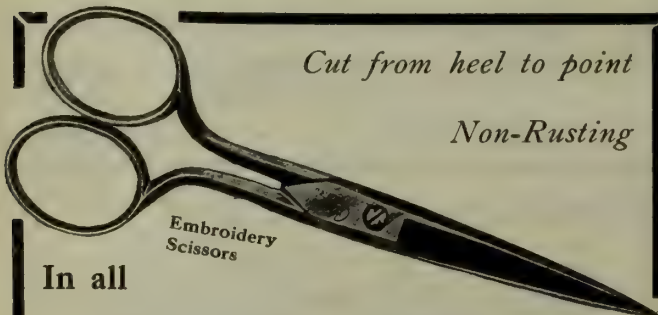
PHILADELPHIA
SAN FRANCISCO

CHICAGO

Roofers' Supply Co., Ltd., Bay and Lake Sts., Toronto
Alex. McArthur & Co., 82 McGill St., Montreal



D. H. Howden & Co., Ltd., 200 York St., London, Ont.
Crane Company, Vancouver, B.C.



Cut from heel to point

Non-Rusting

Embroidery
Scissors

In all

CLAUSS SHEARS

The frame is of composition metal which is steel laid and welded with high carbon steel. The Clauss Special Natural Gas Process enables this high Carbon Steel to be used which would otherwise be impossible, and procures a perfectly tempered edge.

Stock a full range of these high quality goods; they are splendid sellers and Custom Bringers.

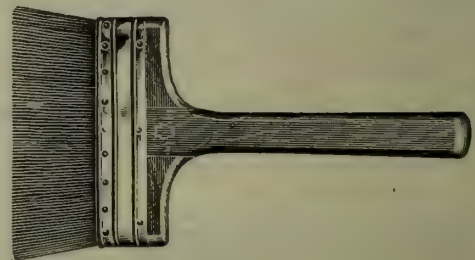
CLAUSS SHEAR CO.
169 SPADINA AVE. TORONTO



Horn-of-plenty
Scissors

*Perfectly
Nickel-plated*

All Sizes. All Kinds



The day of the leather-bound Whitewash Brush is past. When you can get

Metal-Bound Brushes

to retail at 15c. and 20c. there is no excuse for offering your customer old fashioned leather-bound Brushes. We have four lines which every dealer should handle:

"POLAR"
"ARCTIC"
"KRACKER"
"KLINKER"

Stevens-Hepner Company

Port Elgin - Limited - Ont., Can.

Remind your Customers that

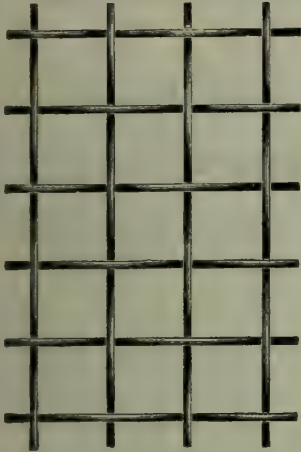
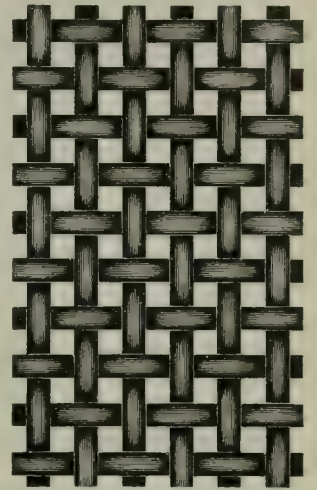
uniformity in the mesh of wire cloth depends wholly upon the quality of the metal in the wire and the skill exercised in drawing and weaving it.


GREENING'S WIRE CLOTH

is made from specially imported high-grade iron and steel rods, drawn in our own splendidly equipped wire mill by expert wire drawers. All Greening Wire Cloth is made "double crimped" which insures the greatest strength and uniformity of mesh. We make wire cloth of every description from the finest mesh Flour Screening to Special Heavy Cloth for Refuse Burners, Smoke Stack Webs, Mining Screens, etc.

ASK YOUR JOBBER FOR GREENING'S

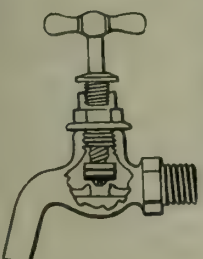
THE B. GREENING WIRE CO., LIMITED
HAMILTON, ONT. MONTREAL, QUE.





We make the largest variety of


PLUMBERS' BRASS WORK



❏ If you've had trouble with your brass work try "MORRISON" make—all goods heavy, substantial pattern, of best-grade metal. J.M.T. cushion-disk compression work is the best on the market.

HIGH-GRADE LOW TANK COMBINATIONS

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO



THE TRAP SHOOTER



Dominion
IMPROVED & PROVED
Ammunition

GETS HIS TRADE

Dominion
IMPROVED & PROVED
Ammunition

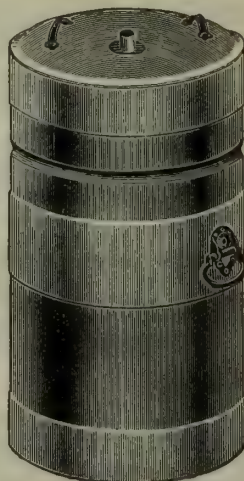
KEEPS HIS TRADE

THE TRAP SHOOTER is the most exacting of all users of ammunition. His loads must be quick, sure fire, and the pattern perfect. Dominion Shot Gun Shells fill these requirements.

A new box free for every misfire of present product. Manufactured and guaranteed by Dominion Cartridge Company, Limited, Montreal.

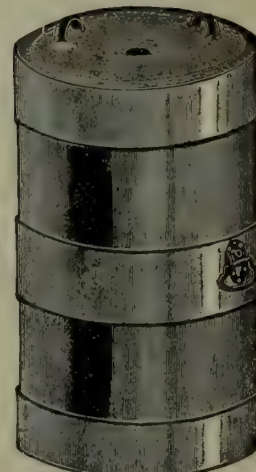
KEMP'S FACTORY MILK CANS

Bodies made of
24 gauge
Tinned Iron.



E. T. Pattern

Prices
on
Application.



Broad Hoop Pattern

Iron Clad Top
Hoops supplied
at same price
when desired.

Gallons	10	15	20	25	30	40
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KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG, Man.

THE KEMP MFG. CO. of Montreal
39 St. Antoine Street, MONTREAL, Que.

Uses and Abuses of Due Bills for Handling Produce

Bowmanville Merchants Charge Other Merchants 10 Per Cent. for Taking Care of Country Produce—Abuses Creeping in Make Regulations Necessary—Checks are Being Used Where They Were Never Intended.

Owing to abuses which have crept into the due bill or check system adopted by Bowmanville merchants in handling farmers' produce, steps are being considered by the Board of Trade of that town to restrict their use. In many ordinary mercantile transactions it appears that the checks or due bills were practically taking the place of currency. As the result of an arrangement with the grocers, other stores which could not conveniently handle produce were the clearing houses for these checks on a ten per cent. discount basis.

In country towns, where there is no open market, the farmer disposes of much of his produce in exchange for goods, and the grocery or general store is usually his chief market. In many places, when the farmer's produce is of greater value than the amount he wishes to trade, the merchant gives him a due bill, instead of cash, for the balance. It is an optional matter with the farmer, but the due bill frequently represents a small percentage premium.

The due bills are generally in the form of a small aluminum check, which states its value on one side, and on the other, the name of the firm issuing it.

Grocer Charged 10 Per Cent.

In a large town such as Bowmanville, there are many exclusive merchants who have no facilities for handling produce. The hardware, shoe or dry goods merchant, clothier, jeweler and druggist, do not want to be bothered with it. An arrangement was made between Bowmanville grocers and the majority of other merchants, whereby the latter agreed to trade out the farmer's due bills at par and, at the end of the month cash them with the respective grocers who charged 10 per cent. discount for the accommodation afforded in taking all of the produce.

Here is how it worked out. A farmer taking butter to the grocer could either receive goods in exchange, cash or due bills representing 10 per cent. advance on regular price. When the cash price of butter is 20 cents, for example, the farmer would receive due bill for 22 cents. Each grocer issues his own due bills, and on the first of each month redeems those that belong to him, deducting in each case the amount of the grocery bill due by the dry goods man or other merchant receiving his checks. If, for example, the other merchant had any one grocer's due bills amounting to \$100, and against this was a grocery bill amounting to \$20, this would be deducted

and the grocer would give cash for balance, less 10 per cent. discount.

The majority of farmers prefer due bills, and it meant something to Bowmanville. In one of the neighboring towns there is a better market for produce and hence, cash prices more attractive to the farmer. The due bills, therefore, have had some influence in holding the country trade for Bowmanville. There were those who claimed that the expense in connection with it, however, was not equally divided. When the farmer went to a clothing store, for instance, where prices were all marked in plain figures, he would plank down, say \$20 in due bills for a suit of clothes. At current prices of produce, he was paying \$18 for the suit and that amount in cash the merchant received when the grocer reclaimed his checks at the end of the month. One dry goods merchant states that he cashed upwards of \$200 in due bills at the end of each month—equivalent to \$240 a year in discounts.



Form of due bill or check given in exchange for produce in Bowmanville. They are issued by the grocer or other merchant handling produce, are accepted in payment for goods in stores not wishing to take produce, and are later redeemed by the issuers on a 10 per cent. discount basis.

An Abused System.

After a fair trial some dissatisfaction was found with the system. Abuses began to make their appearance. The original intention was to use the checks solely as a method of dealing with the produce problem, confining them to the merchants who issued them, and in no way to recognize it as a general substitute for currency. Inquiry along King Street, Bowmanville, shows that here and there merchants have been using them in trade with each other, and that they have got into the hands of people who were never entitled to the privileges which they represented. It is even stated that the checks found their way into the receipts at the dime theatre and that one of the town physicians was tendered due bills for professional services. As the farmer is a close bargainer, a mer-

chant now and then would find himself granting a slight discount and then accept due checks, representing a further reduction. One merchant stated that one or two of his town customers had complained that, while they had to pay cash, the farmer got a discount. He received little sympathy when he explained that while it was one of the problems of business for which he had to pay, the town stood to gain more than it lost.

Grocers Say They Lose.

The grocers have their own opinions in the matter. They state that in some cases, they lose more than 10 per cent. in handling the produce and that, all things being equal, the dry goods merchant and others have the better part of the bargain. Butter represents a considerable item, but they state that it would be decidedly invidious to discriminate on quality. The grocers admit that abuses have crept in, but that proper regulation is necessary. Some of them question the advisability of giving checks. There are farmers, they state, who buy their groceries in the country and trade out the checks in the other store of the town.

A hardware merchant pointed to one advantage in the system. The checks he said were much more quickly converted into cash than an account. Experience had taught him, he said, that when some farmers had any amount of cash on hand they hoarded it, banked it, and ran an account with the merchant. The check was preferred to cash on account of the premium and sometimes caused the farmer to buy where otherwise he would wait or do without. This hardwareman said he had no objection to the system provided that it was subject to strict regulations.

At the meeting of the Board of Trade, the majority stood out in favor of restrictions, which would confine the due bills entirely to the merchants who issued them. This is said to be the plan adopted in Oshawa.

Lessening Demand in Oshawa.

An Oshawa merchant writes: "Our experience during the past year or two with due bills is that they are gradually being used less than formerly in Oshawa. This is caused, we think, by the demand being greater than the supply and by farmers preferring the cash. In our case, we pay them a cash price if they desire it, or an advance price if they exchange their produce for goods in our own store."

Sales Producing Windows in the Winter Season

Suggestions Regarding Trims for January and February—The Value of Price Cards—Trims Made at St. John, N.B., and New Westminster—Awards in Hardware & Metal's Holiday Window Contest.

During January and February the hardware store windows should be used to draw attention to lines which are known to be "stickers," and which are put on sale in an effort to rid the store of their presence. The money tied up in this class of stock and the value of the space they occupy in the store are good reasons for using such articles as "bargains" or "leaders" and the window is an excellent place to advertise them.

An "Any article in this window for ten cents" display will attract attention, particularly if a few articles of several times that value are mixed in with the rest and the display is allowed

you how soon the baskets will empty. The gambling instinct is fairly strong in all of us and a good many will take a chance at drawing a big prize when guaranteed that they'll get their money's worth anyway.

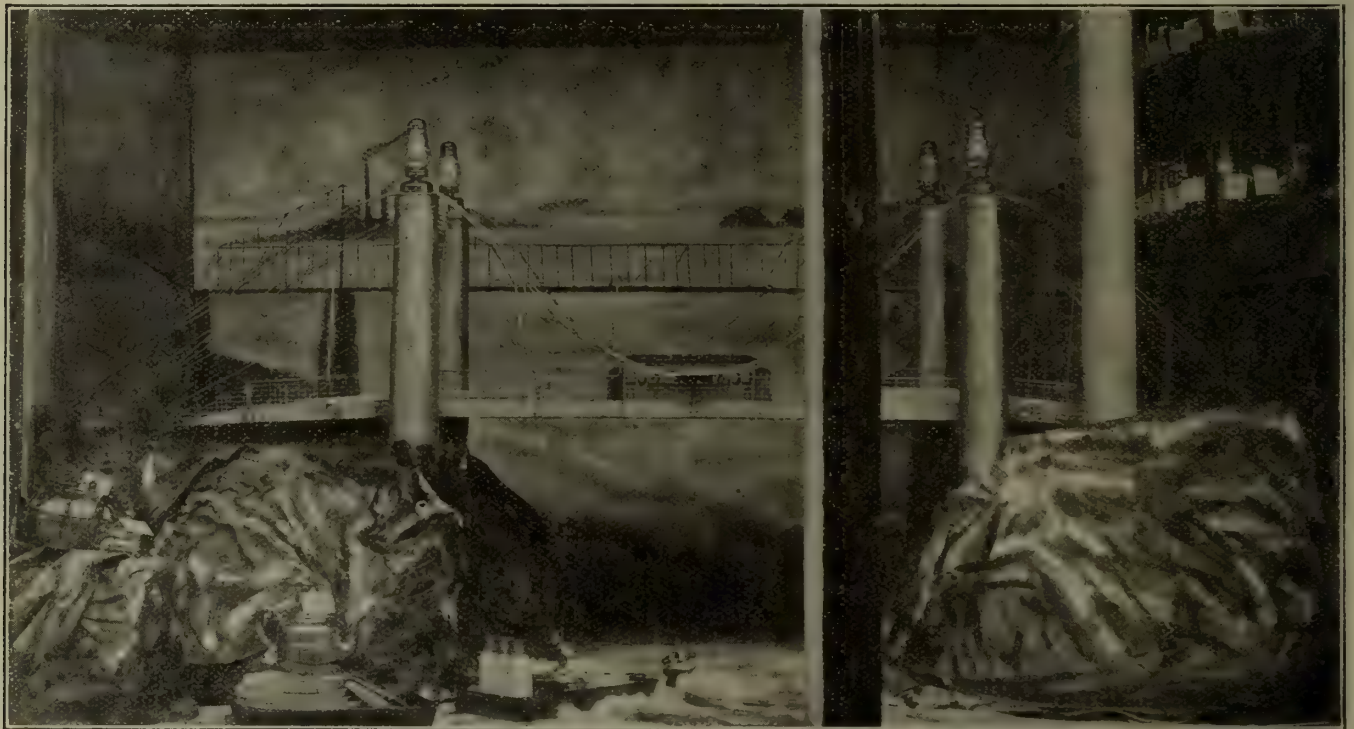
What Makes a Good Window.

A good sales window is usually a combination of good merchandise, low prices and attractive display. A display to be attractive need not be elaborate. Indeed, the window that often is the best sales window has the least pretensions at elaboration. It must be attractive in the sense of attracting attention—catching the eye of passers-by.

The Use of Price Cards.

Many merchants still seem to fight shy on plain statements at prices in their show windows.

"If I put a price card on a certain article the curiosity of the passer-by may be satisfied when he sees the price. Either it is too cheap or too expensive; in a few cases, of course, it may be just what he wants," argues one merchant. "But if there is no price ticket on the article those that are sufficiently interested to be in a buying mood will step inside the store to inquire the price. The argument of quality is as important as that of price, sometimes more so, depending upon the kind of



A Local Question Featured in a Window Display Arranged by R. H. Irwin, manager of McLean, Holt & Co., St. John, N.B.,

to stand for two or three days before the sale opens. The same idea can be worked in other ways, a "50 cent" or "dollar" window, or a "any three articles for 50 cents" display. But some genuine bargains ought to be interspersed with the rest in order to make the goods move.

A plan used by a Hamilton retailer might be adopted in connection with a window display. He gets rid of "left-overs" by parcelling each article and having a "grab basket" sale. "Every article is guaranteed to be worth at least 15 cents and many are worth several times that amount." Feature such an announcement over several baskets of parcels and it will surprise

After making the display such that will attract attention, aim to do something that will make the passer-by pause, turn and come back for another glance. That's where you get him—if you have something to offer. You have attracted his attention and his interest! if you fail to touch his pocket-book there is indeed something wrong with your plan or your goods.

Display the goods that will attract the interest of the most people; yet occasionally it pays to show goods that most people would not imagine you carried in stock. By changing displays frequently you will hit upon things that are just what somebody wanted and sales will result.

article that is being sold. With some customers, also, quality is first consideration, while with others it is a secondary consideration. Of course, in all sales the proposition eventually gets back to the price.

"Suppose we are exhibiting a kitchen range in the window. We put a price ticket on that range of \$50. People pass by, look at the range, glance at the price, say 'too high,' and pass on. We take the price ticket off and another person comes along, looks at the range, is interested, comes into the store. Of course, we have to state the price, but we have an opportunity at the same time to emphasize the quality, to name terms so that the prospective customer

can buy without burdening himself, and as a result we make a sale possibly that might not otherwise have been made."

It is only once in a hundred times that a merchant should not use price cards in his windows. These cards should contain more than mere figures, however—they should be descriptive. The descriptive price ticket put an idea into the mind of the window gazer. An adjective that properly describes the quality or perfection of the goods may be used, or if the article is a time or labor saving device that feature may be mentioned. This suggests to the window gazer the possibilities of the article displayed and puts him in a buying mood.

Every window display should be a study in psychology—the effect it will have upon the mind.

"TOPICAL" WINDOW AT ST. JOHN.

Plans are being made at St. John N.B., for the strengthening of a suspension bridge over which it is planned to have a line of street cars run. This gave R. H. Irwin, manager of McLean, Holt & Co.'s retail store, the idea of making a local hit by featuring the bridge in the window display shown in the accompanying engraving. The bridge is composed of a galvanized iron flooring with piers made of stove pipe and cables of heavy wire clothes line.

for a mouse trap. (Here's an idea for a mouse trap display).

Mr. Irwin has been conducting a very live stove advertising campaign in the St. John daily newspapers, his announcements occupying a 3-column space 3 inches in depth. A reduced copy of one of his ads. is shown in the accompanying sketch. In this ad. Mr. Irwin presents strong arguments in favor of giving a new range as a family present to "mother." Every day the copy was changed and the holiday business in stoves and ranges was eminently satisfactory.

A NEW WESTMINSTER WINDOW.

George H. Lundy, with the Cunningham Hardware Co., New Westminster, was unable to secure a satisfactory photo of his holiday displays, but has forwarded the following description to Hardware and Metal:

"I had two windows 12 feet 8 inches wide and 16 feet 9 inches in depth. In one I covered the side wall with white bunting tacked in tufts, the outside border being in the forms of curtains in purple bunting. On the centre of the wall a large wooden shield was suspended covered with purple cloth, on which knives and carving sets were artistically displayed. At either side a half moon covered to match was placed, dressed with nut crackers and picks. The base of the window was covered with green

to let a person's head and shoulder in to reach the goods in the window. This was all covered with white and purple and was dressed with razors, razor strops and shaving sets. In both windows the goods were clearly priced so that they were plainly visible 10 feet from the window. I think owing to the price being on all goods was the result of so much being sold. Several pretty cards were suspended with the season's greetings on them and the holly and evergreens lent splendor to the effect."

HOLIDAY PRIZE WINNERS.

The judges have made their awards in Hardware and Metal's window and advertising contests, but too late to allow the reproduction of the prize picture. F. O. Sanders, Boissevain, Man. The names of the winners are, therefore, given this week and in future issues the illustrations and comments will be published.

It will be remembered that six prizes were offered in both window and advertising contests, the prizes being divided in each case between competitors in cities over 10,000 population and towns of a smaller size.

Winning Window Trimmers.

In the cities over 10,000 the first prize went to Roy Gilmour, with J. A. Flett, Vancouver; second to R. H. Thornhill, with the P. Hymmen Co., Berlin, and third to N. G. Spiece, with T. J. Trapp, New Westminster. Honorable mention is given to entries received from George Mathewson, Toronto; Fred C. Hill, with Watt & Bate, St. Catharines; D. A. Goulet, with J. M. Guindon, Montreal, and R. C. Chown, Belleville.

In towns under 10,000, Bracebridge, Ont., entries won first and third place this indicating a high standard of window trimming in that town. Peter McNaughton, with George W. Ecclestone, Bracebridge, takes first; D. W. Douglas, Campbellford, Ont., second, and E. A. Whitten, of the Whitten Co., third. Honorable mention is given to H. S. Sloan, with the Marshall Hardware Co., Medicine Hat; P. Ingram, with W. L. Parrish, Port Perry; C. Byford, with G. A. Binns, Newmarket; F. Dakin, Dakin Bros, Digby, N.S.; L. A. Phaneuf, with S. Bourgeois, St. Hyacinthe, Que., and Scott Binning, with Adolph & Bonnett, Listowel.


Advertising Awards.

In the cities over 10,000, Emerson & Fisher, St. John, N.B., for the third time take first place; second going to W. A. Rankin, Ottawa, and third to Geo. Mathewson, Toronto.

In the smaller places DeWitt Bros., Napinka, Man., take the first prize; R. F. Johnstone, Acton, Ont., second, and third to Fred W. Otton, of H. H. Otton & Son, Barrie.

Honorable mention in the advertising contest is given to Johnson Bros., Boissevain, Man.; Dakin Bros., Digby, N.S.; R. Chestnut & Sons, Fredericton, N.B., and F. O. Sanders, Boissevain, Man.

ARE YOU STILL THINKING ABOUT THAT NEW RANGE?



If you are still thinking of getting that new Range, make up your mind and get it for Xmas. What would be more suitable for mother, at this season of the year, than for her children to club together and buy mother a GLENWOOD RANGE, that would gladden her heart, make her cooking easy and her labors light? The GLENWOOD RANGES will do all this, for they are made of the best material and have the workmanship on them. Care has been taken to put every improvement that has been found of any advantage on the Glenwood.

THEY ARE MADE IN ST. JOHN BY

McLEAN, HOLT & CO.

155 UNION STREET.

A Practical Christmas Advertisement for a Stove Merchant.

The side railings are fashioned from cake coolers cut in two, and heavy wire uprights and cross pieces have been put in. The piers are surmounted by small brass lanterns. In the background is a painting of the Cantilever bridge, the pulp mills, islands and falls and in the foreground and under the bridge is a realistic production of the rocky sides of the gorge and the water flowing between. A tugboat is shown in the act of passing up under the bridge with a tow of two scows, which are represented by cake pans, filled with stove and metal polishes, etc. A street car is also shown passing over the bridge.

The second window was used for a Christmas window showing a restaurant or hotel range and outfit offered for \$125, there being also a good display of kitchen utensils. One of the little details was a realistic little mouse headed

felt cloth and dressed with carving and child's sets exclusively. For a background a half oval covered with green to match and dressed with table cutlery and carvers.

"The second window was covered with white sheeting, side wall to match trimmed with purple satinette, on the centre of the wall a large crown was suspended, covered with purple and dressed with table, tea and dessert spoons, and at the sides two half crescents were placed covered with \$1 pocket knives. Further down two large stars hung covered with scissors and manicure sets. The base of the window was dressed with silverware, including jam and butter dishes, pickle and marmalade jars, cake and fruit dishes, tea cups, urns and everything in the electroplated line. For a background an arrangement was made with a door in centre sufficient

Sporting Goods in the Hardware Store

Sporting Goods Department one of the Most Profitable Branches of Hardware Industry—Advantages of Carrying Complete Stock—Sportsmen Will not Wait for Any Article, Therefore Stock Must be Ordered Early—Merchants May Have to Pay More for Goods—Assistants Should be Encouraged to take Interest in Sport—Articles Suitable for Catering to Automobiling Accessory Demand.

The success which attended the majority of merchants in the conducting of their sporting goods department last year should encourage them to much greater efforts. A good demand from the commencement of spring was terminated by a record run on skates and hockey sticks. The absence of much snow militated against the call for snowshoes and toboggans, although even in these lines good business was done, but there was nothing to interfere with skates and hockey sticks, and jobbers before Christmas were looking around for stock. Properly managed, and intelligently advertised, the sporting goods department of a hardware store should be one of the most profitable branches of the concern, for the love of sport is superior to most financial depressions, while it has a never-failing grip upon the young and old. Competition, too, has not laid its stranglehold upon the various lines as it has done in many staple articles of hardware, while the nature of the goods gives opportunity of display that is unequalled.

Sporting windows not only advertise the lines concerned, but they help to advertise the store generally. There is nothing more attractive to the ordinary passerby than a sporting scene of some description, and as this type of design is not difficult to put together the advantages of such displays are obvious. A merchant who has not a sporting goods department, and who does not push it to the extent of his capabilities, is missing one of the most profitable and at the same time, most attractive branch of the hardware industry.

Carry a Complete Stock.

To make the most of the sporting goods department the merchant should carry as complete a stock as possible and be very certain to have his goods in on time. We do not mean, for instance, that very expensive lines of guns should be carried, for catalogues will suit that case very well. But in the more commonly demanded articles it is a different matter altogether. Sportsmen are very particular of the type of article they use. A fisherman likes a particular kind of rod or bait, a baseballer a certain shaped mitt, the golfer a certain class of ball, and so on. He does not want something else palmed off on him, and if, owing to the fact that a day's sport necessitates the immediate buying of an article, he has to take a brand he is not accustomed to, because the store carries nothing different, he does not forget the fact. The next time he wants anything he probably goes to another store. A merchant may say, "Why, I cannot carry the thousand and one different lines that are on the market." There is no need to carry a thousand and one lines. An intelligent perception of the wants of the district, and a slight

knowledge of the most popular type of goods, will give any merchant as complete a stock as is required without any undue overloading. Merchants who say they cannot increase their lines because they are already over-stocked have bought badly and without due regard to the needs of the district. If a merchant buys a large stock of fishing tackle when there is no fishing done anywhere within, say, a day's journey, and stocks lightly in baseball outfits although the game may be popular in the district, or shows automobile or motor cycle outfits when there is no main or 'good roads in the neighborhood, then it can be understood that this man might well grumble at adding lines. It is all a matter of intelligent buying, and a very comprehensive stock can be carried, suitable for all wants, without overloading the department.

Goods Must be in Early.

Then again the dealer must have his stock on time. A sporting man will not stand for the well worn excuse "It's on order." He cannot wait. It may mean the loss of a day's sport—perhaps his one opportunity of the season—and therefore he must get the article somewhere else if possible. If the customer is deprived of his outing because the store has not yet received the line, then the fact is always remembered against the merchant.

In common with other goods a very heavy demand is expected this year in sporting lines, and it would be well for merchants to remember this. Manufacturers will probably have to face a very heavy call on their plant, which will mean that supply houses may not be able to ship as promptly as they may desire. If indications go for anything it looks as if there will be a heavy congestion, especially around the opening of spring. In addition there is the tendency towards higher prices owing to advances in raw materials. The merchant, who leaves off ordering his stock until late, may not only have his goods held up, but he may have to pay much more for them.

There is no doubt that the merchant who is most thoroughly in accord with his sporting goods department is the one who will have the greatest success for in this department especially something more is needed than familiarity with the articles traded in. It is well to have the goods, but more than that is required. One must have customers likewise. The merchant who does not know the very best way to attract custom and to bind it with a strong personal tie, labors under a very great disadvantage. The progressive dealer cannot grasp this fact too closely.

Interest Assistants in Sport.

It is a great step to success in the sporting goods department that every-

one should interest themselves in sports as a general proposition. One authority says that merchants should instil into their assistants the importance of interesting themselves in sports and sporting events, and to form, whenever they can, the acquaintance of sportsmen of the better kind. In this way, the atmosphere of the store will be in complete harmony with the trade. Under such conditions, work largely ceases to be a labor and becomes a sort of stimulating recreation. Conversation along the line of sports should not be frowned down upon, but mildly fostered. Of course, there is a limit even to a good thing, but the proprietor who goes out of his way to check enthusiasm will not find it forthcoming when he is most in need of it. No man can have it both ways. The happy medium is the thing to be striven after. The angler wants to know where he can get the best day's fishing. For lack of this information a holiday may be spoilt. Thus there is a distinct money value attached to this kind of information. If a sportsman thinks that he can get certain particulars at a store he will visit it. The store that is considered the sportsman's headquarters is the one that commands the most custom.

List of Automobile Accessories.

Last year we encouraged the idea of merchants carrying automobile accessories. Of course we do not advise the stocking of these lines if the district offers no demand for them. But if the store is located near a main road, or in a district where automobiling is developing in popularity, then certainly some attempt should be made to supply those accessories that are always wanted. Some merchants while desiring to do this may not know exactly what to carry. The following articles have been suggested as a fairly comprehensive stock, and if merchants do not feel advised in following it in its entirety, yet the suggestions are worth careful consideration: Automobile jacks, one or two kinds; hard oils in 1, 5 and 10 lb. packages; valve oils, cotton waste, double and single end wrenches, 4 or 5 sizes; 6-in. combination pliers, 6 and 7 in. side cutting pliers, 6, 8 and 10 in. pipe wrenches, ordinary screw wrenches, copperized oil cans, oil guns for hard oils, 1-in. rubber tubing, dry batteries, hand soaps in 1-lb. cans, linseed oil soaps in 5 and 10 lb. cans, furniture polish for bodies, small hammers, assortment of files, packing in small sizes, pumice stone, auto oil stones, automobile baskets.

HARDWARE PATENTS.

The following is a list of Canadian patents granted on January 4, 1910, relating to hardware and metal, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa.

123044. L. Swank, Anderson, Ind., wire fabrics.

123050. R. Trotter, Orillia, door locks, National Hardware Co.

123069. F. Blum, Schonlanke, Germany, locking devices for the handles of door locks.

123075. N. H. Crain, McIndoe Falls, Va., locks.

123080. G. M. Fenn, Charlotte, Mich., post hole augers.

Arrangements for the Retail Hardware Convention

Local Committee and Association Executive Have Arrangements Well in Hand—Attendance of About 450 to 500 Now Looked for—Special Features Being Added to the Programme—The Banquet to be an Interesting Event.

COMPLETING THE ARRANGEMENTS.

The London committee of hardware and stove manufacturers and jobbers, which is making the local arrangements for entertaining the visiting retail hardwaremen during the fifth annual convention of the Ontario Retail Hardware and Stove Dealers' Association in that city on February 8 to 11, have practically completed their work. A final meeting was held at London on Tuesday evening, January 18, Secretary Wrigley, of the Retail Association being also in attendance.

It has been decided that the city is to erect an electric "Welcome to London" sign in front of the City Hall and a streamer will also be extended across the roadway drawing attention to the hardware exhibition and convention.

The Hardware Show.

Space in the main exhibition hall and the arcade has all been taken up although there is still a large space in the gallery available. The "Hardware Show" is an assured success. In the "Made in London" section in the arcade the following firms have already arranged for space:—

McClary Mfg. Co., ranges and enamelware.

Columbia Handle Co., handles, etc.

Scott Machine Co., gas engines, etc.

London Foundry Co., blacksmiths' forges, etc.

Scarlett Mfg. Co., brooms and brushes.

Ideal Electric Mfg. Co., electric irons, toasters, etc.

Wortman & Ward, woodenware.

Spraymoter Co., spraying machines.

Ideal Concrete Machinery Co., machines.

Then in the store equipment display in the form of a Model Hardware Store on the same floor the following exhibits will be made:—

Dennis Wire & Iron Co., store front construction.

Hobbs Mfg. Co., store front construction and plate glass.

Dominion Office & Store Fittings Co., silent salesmen.

Goldie & McCullough, safes.

National Cash Register Co., cash registers.

S. F. Bowser & Co., oil tanks.

E. C. Atkins & Co., mechanical saw window.

The Alabastine Co. and the Brantford Steel Range Co., may also arrange for displays. As already announced 32

manufacturers have secured space in the main exhibition hall.

Theatre Party Proposed.

The local entertainment committee, not content with the banquet to be tendered on Thursday night, are trying to arrange for a theatre party. Tuesday night is taken up by the concert in the Exhibition Hall, and Wednesday by the Question Box discussion. Consequently only Monday and Friday nights remain for such an addition to the programme. Announcement will be made later.

Fred W. Otton, Barrie; Dan Macnab, Orillia, and George Binns, Newmarket, have arranged to arrive in London on Monday and play a game of curling with a rink of local hardwaremen. The Londoners want to know if there are any others who want to take a hand in the "roarin' game." Any who will be in London and are willing to make up a rink should write A. M. Hunt, local secretary, 425 Richmond Street, London.

The London Y.M.C.A., have extended the privileges of their building, baths, etc., to the visiting hardwaremen, and are arranging for some special demonstrations.

Builders Meeting.

About 30 delegates are expected to attend the Builders' Exchange convention to be held in London during the same week as the hardware gathering. Their badges will be honored for admission into the hardware exhibition.

Badges and Banquet Tickets.

The special badges for association members and guests to be supplied by the Lufkin Rule Co., are to be distributed in the City Clerk's office at the entrance to the City Hall. Four hundred and fifty badges have been ordered, they costing 85 cents each.

Banquet tickets will be distributed with the badges, every one receiving a badge and ticket having to sign a receipt. Accommodation in the banquet hall is limited, consequently only one ticket will be given to each firm. Extra tickets will be available at \$2 each.

Banquet Toast List.

Lt.-Col. Gartshore is to be toastmaster at the banquet and the following gentlemen have been invited to reply to the different toasts: "Parliament and Legislature," Lloyd Harris, M.P., and Hon. Frank Cochrane, M.P.P.; "Retail Hardware Associations," D. Brookbank and D. Cinnamon; "Sister Associations," James Hardy, Secretary Canadian Wholesale Hardware Association, J. H. Tilden, president Canadian Stove Manufacturers' Association, and Sharon E. Jones, executive member National Retail Hardware Association of the

United States, and "Hardware and Metal," Col. J. B. MacLean.

Hardware Songs.

A hardware song sheet will be distributed and if the voices last, hearty choruses will be heard at the concert on Tuesday night, at the banquet, during the convention, and wherever the hardwaremen happen to be.

J. Walton Pearl, St. Marys; A. Gingerich, Woodstock; M. Weichel, Elmira; S. M. Burt, Toronto, and W. F. Macpherson, Prescott; have volunteered to help organize a "Hardware Quartette," and if a few more join them there can be a double or triple quartette.

Court Thompson, Hamilton; A. E. Westman, London, and others have also promised to assist in the singing end of the program.

Convention Notes.

A group photograph will be taken Wednesday noon, weather permitting.

A large number of rooms have already been engaged in the Tecumseh hotel, which is to be convention headquarters. Intending visitors will do well to make reservations before arriving at London.

"London, the key is yours," is to be the slogan of the local reception committee.

The meetings of the convention are to be held in the Masonic Temple banquet hall, next door to the City Hall.

The Winnipeg Retail Hardware Association is talking of sending a delegate or two down to see how the Ontario hardwaremen do things. Needless to say they will be welcome and the privileges of the convention will be extended to them.

W. A. Rankin, Ottawa, and R. C. Chown, Belleville, met at Belleville a few days ago and prepared a report for the joint committee. J. R. Myers Stratford, and S. L. Adolph, Listowel, also got together to prepare a report for the committee on stove contracts, blank forms, etc. With business well arranged beforehand the convention ought to be able to do a lot of work.

THE QUESTION BOX.

About a dozen questions have been sent in by members to be discussed at the convention. These will be published in Hardware and Metal of January 29, which is to be a special convention issue.

Others having questions they would like to hear discussed are urged to forward them to Secretary Wrigley, 10 Front Street East, Toronto, during the coming week as, if the questions are known beforehand, they can be discussed more intelligently at the convention.

Writing regarding the collection letters Mackie & Ryan, Pembroke, recently said: "Thus far we have had good success with the collection letters having brought to time a great many accounts which otherwise we would not have reached. Hardware men throughout the country cannot do otherwise than praise the Association for this one thing if for nothing else."

HARDWARE & METAL

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HOW TO MAKE MORE MONEY.

In these days of keen competition, smaller profits on individual sales and increased cost of doing business and of living, merchants and manufacturers must increase their sales. This is absolutely necessary if they want to grow and keep up with the times, to build up and extend their business, to dress to live and to raise and educate their families in accordance with the station in which they are living.

There is only one way in which their sales can be increased—to increase the buying power of their customers. The great majority of the customers of the merchants and manufacturers of Canada get their money directly or indirectly from farming and manufacturing. Therefore it is necessary for us to combine to increase the buying power of the farmers and factory hands—to provide more money for them to spend. The farmers, however, are the most important class because on them also depend the manufacturers. The farmers of Canada are steadily increasing their revenues owing to the higher prices for most products, but they are not increasing the production of their farms to anything like the extent they should.

At the annual meeting of the Western Ontario Dairymen's Association last week it was stated that "what was hampering the dairy farmer was lack of good cows, lack of information and lack of incentive and inspiration."

If the farmer were supplied with better cows, better information and the necessary inspiration, within five years every retailer in Ontario could double his sales and therefore his profits. In fact his profits ought to more than double. His rent, heat, light, clerks,

need not cost any more than now. The farmer is careful in his buying and is often more economical than we think he should be, but we are all the better for the moral influence he thus wields. As his income increases he is a generous spender—the most prolific spender of money with the retail merchants of any class in the community. Therefore it is very much to our interest as business men to help the farmer to make more money. It is very easy. The assistance the farmer needs must come from the Government. In nearly all the provinces of Canada now the governments have in their employ most valuable farming experts, but everywhere they are hampered by indifference of governments and by lack of funds.

Merchants should get after their members of Parliament and tell them they must insist on more money being spent to assist farmers to make more money. What is hampering the development in Ontario to-day is, as the speaker at St. Thomas pointed out, the neglect of the Ontario Government. It is for the business men as well as the farmers to ask the government what they are going to do about it.

TOO MANY CUSTOMERS.

Retail merchants throughout Canada experienced a good Christmas trade. If anything it was above the average. Probably none of them, however, found customers too numerous to accommodate. According to a well-known Canadian business man, who has just returned from a three months trip in Central Europe, there was at least one day in Berlin, Germany, on which there were too many customers for the comfort of the retailers.

It is the custom in Berlin, and has been from time immemorial, to allow the retailers to keep their stores open on two Sundays preceding Christmas Day. On December 12th, the first of these days, the crowd of shoppers on certain streets became so great that business was brought to a stand-still. The current of trade was actually choked. Not only were the stores packed, but the streets from curb to curb were in a similar condition. The Canadian business man, who was a witness of the scene, says that about 4 o'clock in the afternoon the police were called out and the stores emptied of the crowds. He said that the shoppers appeared to be imbued with the idea that unless they hurried they would have no chance of buying Christmas goods. It was simply a panic and the only remedy was to close the stores.

The same gentleman is authority for the statement that Christmas shopping was good throughout Central Europe. One day he picked up, in Cologne, a

newspaper urging people to do their shopping early in order to prevent a crush. This reminded him of the custom which has come into vogue in Canada during the last few years.

ORDERS FROM WEST INDIES.

The first bunch of new subscriptions from our special West India solicitor, D. Williams, came to hand on the 18th inst. There were 25 in the lot, and they all came from Hamilton, Bermudas, and were the result of three days' work. Not so bad in view of the fact that the MacLean publications have already a good circulation in Bermudas.

Mr. Williams says that the MacLean Trade Newspapers and Magazines are held in high esteem and he intimates that he did not find it a difficult task to take subscriptions from those who are not already on our list. Mr. Williams' letter was dated January 14th, he having arrived at Hamilton on the 11th. This is the first stage on his three or four months' journey. He has certainly struck a good average, and he is not through with the Bermudas yet.

"They are," he writes, "a wonderfully friendly people, while the climate is magnificent. It is pleasant to see at this time of the year vegetation green and flowers in bloom everywhere. The first crop of early potatoes is about off."

AN ANTI-COMBINE BILL.

Hardwaremen will be interested in the bill introduced in Parliament this week by Hon. Mackenzie King with the object of preventing the formation and continuance of organizations controlling the market on any commodity in the monopolistic manner.

It is proposed that any six persons who believe that a combine exists may send a request for an investigation. The judge then orders a hearing, and if he finds that there is a prima facie case, he may direct an investigation to be made through the machinery provided by the Act. The Board of Investigation will consist of three members, one to be appointed on the recommendation of the complainants, another on the recommendation of the defendants, and the third by these two. If it is found that an unfair combination exists, the duty upon the article concerned may be removed or decreased, or a fine of a thousand dollars a day may be imposed.

Provision is also made that in case the owner or holder of a patent makes use of the exclusive rights he controls so as to unduly limit the manufacture or supply of such article in a manner to injure trade or commerce such patents shall be liable to be revoked.

KNOWLEDGE OF THE STOCK NEEDED IN BUYING,

The present trend in the retail business seems to be that of greater concentration upon the buying end of the business. The influences which have brought about this condition may not be difficult to discern. As years go on business efficiency in every line is becoming more and more pronounced.

The science of specialization has been taking deep root everywhere. The merchant of fifty years ago is not the merchant of to-day; not necessarily because there was a laxity in concentration on everyday business principles in the older days, but because the merchant of to-day is compelled, by the very nature of the business world in which he lives, to make an acute specialized study of his business. Every dollar he invests must bring such returns as will justify that investment in the light of modern business opportunities.

Another influence which may have contributed toward better buying tendencies is the fact that in recent years, more than ever before, merchants have been buying in smaller lots and more frequently. In this way he has purchased goods for immediate sale and the money which he had paid out formerly for future goods is retained in the business.

Within the past year this condition has become prominent in western Canada more particularly. Wholesale houses are opening up branches everywhere making it more convenient for the merchant to purchase his stocks. He may order stocks for a period of two or three months where formerly he ordered stocks for a year. Everywhere in Canada the wholesale competition has become keener and better opportunities for short orders prevail. The result is that merchants have become aware of the value of retained capital.

It is not necessary to enumerate the conditions which have brought about a more careful consideration of buying problems, only in so far as they throw light upon solutions.

As an outcome of the condition referred to above the tendency would naturally be toward smaller stocks in the retailers' hands. This, however, involves other problems, one is, how is the merchant to secure the best buying price if he adheres to the principle of restricted surplus stock? And is it not best to make a special effort to take advantage of as large a discount as possible in the cash payment for a large quantity of goods?

And another problem may be, if an effort is made to keep stocks limited and under control, would it not incur more work in management, and would there not be risks in running out of goods which for the time being have either advanced or gone off the market?

All these questions are on the surface favorable to the idea of heavy buying; and it would seem that it is just such arguments as these that have led many merchants into the error of keeping surplus stocks which become a bugbear and a hindrance to the general health of the business.

In the first place, there are few who would wisely conduct their business on the principle of small stocks or stock restriction, but rather upon the principle of stock control. The argument is in favor of better and more careful manipulation of salable goods. Just what might be called a small or a large stock varies according to the custom which the business supports. But there are hardwaremen who carry as large stocks as their competitors who do double or one-half more retail business.

The object of the merchant in the smaller business, of course, is to buy at the best possible figures. That merchant needs to be reminded, however, that his turnover is not gained so quickly as that of his competitor, and his goods are eating away profit as they decorate the shelves.

Regarding taking advantage of discounts or cash payments, this is always wise, but it is obvious that money is worth too much to have it tied up in superfluous stocks even if a considerable discount is granted for large purchases. So in an effort to buy in quantities and obtain a liberal discount the business might be seriously strained if the money is not returned by a rapid turnover.

That this system of careful buying would mean more work for the management does not necessarily follow. But it does follow that there would be more expert management. It would mean a keen scrutiny of business details, and this is necessary in every business.

An expert stock keeper is as essential as an expert salesman, and it seems reasonable that the man who keeps his stock well under control to such an extent that no capital is lost in overstocking, and at the same time to have every article on hand when it is asked for, is the most valuable man in the business.

It is true there are times when it is well to buy and "lay in" stocks when there is a shortage and the market is advancing. This is a matter of business foresight; but speculation is a pursuit to be avoided as a general rule.

CUT IN LINSEED OIL.

The control that the English linseed oil market has over the home one is shown by the cut this week of 2c in quotations. It is true that there has been an easing off in flax seed, but the real reason of the cut is the lowering of English quotations due probably to the

interruption of the elections. It is somewhat of a novel situation that a 4c advance one week should be followed by a cut the next week, especially in the absence of heavy bulling movements.

Crushers state that they do not anticipate any great reaction. The strength of the market itself has not been undermined, and at the present the sagging looks to be only temporary, but depending entirely how English quotations go. Cautious buyers, who have been anticipating some sort of a tumble, are congratulating themselves, but large holders of oil do not seem to be troubled. The situation should be watched carefully, but as we said crushers do not anticipate, as yet, any pronounced reaction.

DON'T ECONOMIZE ON WRITING PAPER.

Now and again manufacturers and jobbers receive complaints from merchants that their communications are unanswered, or at least are not answered promptly, and that goods ordered are delayed in shipment. Opprobrium is then heaped on the jobbers' and manufacturers' heads for allowing such a condition to exist.

But the jobber and manufacturer resent this aspersion, and state that there is something to be said on their side, holding that the blame for delay should really be charged against the merchants themselves. They say that in every case they do their best to hurry out the goods, but the retailers' habit of writing an order, making a complaint, enclosing a remittance, and asking a query about goods—all on one sheet of letter paper—is the little thing that blocks the cogs in the wheel of business and causes mistakes.

In all large mercantile establishments where the daily mail is heavy it devolves on some one person to open and sort the mail. Remittances and money enclosures are sent to the cashier, orders to the order department, complaints to the manager, and inquiries to the sales department. Now if these four subjects were written on four separate sheets of paper, say the jobbers, they would all receive immediate attention and all at the same time, enabling a reply to be sent promptly. But instead the letter goes the rounds: to the cashier, order department, manager, and sales department, with a good chance of it being held up anywhere en route. There is a consequent delay in replying to the letter and in sending the goods—all because of a desire to save a little writing paper. This is false economy, and business men should be above it. Paper is cheap and delays are costly.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

NEWS IN BRIEF..

Montreal.

Cartridges—Cut in certain calibres of 25 per cent. in American, and 10 per cent. in Dominion.

Linseed Oil—Cut of 2c.

Turpentine—Advance of 2c.

Toronto.

Linseed Oil—Declined 2c.

Turpentine—Declined 1c.

Ready Roofing—Down 10c.

Tin—Declined 1c.

Domestic Lead—Advanced 5c.

MONTREAL.

January 21.—An improvement is noted in trade although it has not yet amounted to anything very significant. The mid-winter dullness is hard to shake off, and users who buy at all ahead have not yet started to figure out very seriously what they may require for future needs. The tone of the markets is very good. It was expected that tin and lead would be advanced, but the primary markets fell away, and thus local prices remain unaltered. All the way round, however, prices are firm.

The ruling from Ottawa that galvanized and black sheets are to be admitted without dumping duty, providing such sheets be imported or entered for duty on or before the 31st of March, is not at all satisfactory to the trade. It means that to escape the dump, requirements must be specified at once, as with the mills so booked up delivery otherwise cannot be guaranteed, and at this time users cannot be expected to know what they will require for spring. March is the best time to specify and not now, and the consequence is that the trade is in a state of quandary, while consumers are equally in doubt. Trade undoubtedly has been stimulated by the Government order, and the market is firm in price. Prospects for the spring looked so good that the situation is extremely unsatisfactory to importers.

The pig iron and steel situation looks very promising. It is true that new business continues quiet, but the trade are glad of this as it enables the plants to catch up with back orders. Delivery is better, and the industry is getting into good shape for the great business that is anticipated later on. Prices are firm. The situation in the United States and the Old Country continues unchanged. There has been a stimulation in iron buying in the States, with the finished steel trade quiet. The elections in the Old Country have disturbed the market there, but trade had kept up well, and when the turmoil is over plenty of business should break in.

Pig Iron—There has been a steady demand on pig iron ex-store and indi-

cations point to a scarcity before navigation opens. Prices are firm with a tendency to advance. Domestic furnaces are well employed on old business, and the breathing space allowed by the quieting down of new business is regarded with a certain amount of satisfaction. Great confidence is felt as to coming trade, and February is expected to show plenty of new business. The quieting down of business in the States has also been welcomed, as it removes the fear that progress may have become too fast, and that reaction would be invited. Trade is improving in pig iron, while finished steel remains the same. Delivery is rapidly improving.

Tin—Tin is unchanged this week, and 35½c for jobbing lots still obtains. It was expected that prices would be advanced, but the sagging in the primary markets prevented any increase, although the market is very firm. Business has been quiet, but now shows some improvement. Inquiries are improving. The English market fell away during the week, caused by the falling off in American consumption. The lower prices may tempt consumers, but it is generally found that a steady rising market produces the best business.

Copper—There is no change in copper and jobbing prices are still at 14½c. The advance last week has not checked business, although it may not have stimulated any. Orders are fair, especially for this time of the year, but as stocks are so low, users are bound to buy if they have any work on hand at all. New York remains steady despite a falling away in the English market. Larger consumers are stated to be out of the market, and are watching Wall Street to see if there is any likelihood of a merger. Exports have fallen off, and, there, the market is dull. In these conditions the firm tone of New York is very surprising, and shows what strength copper really has. With restricted output, the metal would be in easy street.

Spelter—Spelter is unchanged at \$6.25 with business fair. A slight sagging has been noticed in the English market, but this is only natural after such a long spell of unchanged prices. St. Louis is firm with consumption steady.

Lead—Lead is unchanged at \$3.75 for imported and domestic. Higher prices were anticipated last week, but the English market fell away, and no change was made. Still the tone of the local market is firm with business showing improvement.

Sheets and Plates—The holding off of the dumping clause by the Government till March 31, on galvanized and black sheets large than 30 by 52" has tended to stimulate trade, although the situation is an unfortunate one. It means that users must specify now as to their requirements for spring, as the plants be-

ing so full up with business delivery cannot be guaranteed if there is any delay. This is very early for most consumers to specify. The market is firm with a tendency to advance.

TORONTO.

January 21.—Trading is somewhat improved this week over the previous week, though by no means as brisk as it might be, nor up to the standard of the early December days. Pig iron is the principal metal line moving and in demand. The market for it is very firm. Other metals are rather spasmodic; particularly is this true of tin and copper, the former shows a decline and the latter is easier than last week, though prices remain unchanged.

Lead and spelter are steady, with quotations at last week's figures, though Trail lead shows an advance for small quantities. Some slight alterations are made in the old material lines. The situation looks promising for all the metals, though a number of buyers are holding off until nearer the opening of spring. Sheets and plates are being bought freely. The dumping act will be enforced again at the end of March.

Pig Iron—Prices show a decided stability and a good demand exists. Metal men are not pressing for business just now—at least not for pig iron, as stocks are low. Quotations remain at last week's figures. Summerlee ranges from \$23 to \$24; Middlesboro No. 3 and Cleveland, \$22; Glengarnock, \$23.50; Jarrow and No. 1 Clarence, \$21.75; and Canadian foundry iron, \$22.

Tin—During the past ten days tin has been growing weaker and weaker in the primary markets. London prices in the past fortnight have fallen off £7, a big slump for such a short time. The lower local price of last week is still further reduced \$1 a hundred, the market quotation now being \$35, with quantities offered at a substantial amount below that quotation.

Copper—The red metal shows an easier feeling than it did a week ago. The local quotations remain at 14c for casting and 14½ for lake ingots. Production goes on increasing, though not at the high rate of last year.

Sheets and Plates—Both in Canada and the U.S. a big demand exists at present for both sheets and plates. The output of the mills is increasing and now is near the normal point. The withholding of the dumping clause on U.S. sheets and plates until March 31 will help a little in settling uncertainty, though it will also hurry along deliveries that in the past have been hung up until June and even July. On the whole the Toronto trade are not taking great interest in the application of the dumping act, as it applies only to some few certain gauges; besides the greater quantity of sheets and plates used in these part comes from England. Local prices hold unchanged from last issue.

Lead—The lead markets abroad are dull and weak. Locally the lead situation is steady at unchanged prices for

imported lead—\$3.85—and a 5c advance for Trail lead. The quotation for the domestic now being \$3.75, though for quantities a better figure is offered.

Spelter—This metal is steady. The quotation is still at \$6. The U.S. spelter market is unsatisfactory, because of the holding off of buyers waiting for a decline.

Old Materials—Old copper and brass lines have advanced about $\frac{1}{2}$ c, with the

exception of yellow brass, which is slightly lower. Business is quiet and stock-taking is progressing. Dealers' buying prices are: Heavy copper and wire, lb., 11 $\frac{1}{2}$ c; light copper bottoms, 10 $\frac{1}{2}$ c; heavy red brass, 10 $\frac{1}{2}$ c; heavy yellow brass, 8 $\frac{1}{2}$ c; light brass, 6 $\frac{1}{2}$ c; tea lead, 2 $\frac{1}{2}$ c; heavy lead, 3c; scrap zinc, 3 $\frac{1}{2}$ c; No. 1 wrought iron, \$11; machinery cast scrap, No. 1, \$15.50; stove plate, \$13; malleable, \$8; miscellaneous steel, \$6; old rubbers, 9c.

HARDWARE MARKETS

MONTREAL.

Jan. 21.—There is practically more booking than shipping going on just at present, although delivery in spring lines for the Northwest and in staple hardware lines for the east is very good for the opening of the year. Dealers, generally, are too busy stock taking to consider their requirements just at present. The specifications coming in are for early delivery, so that it looks as if the spring would open sooner than it did last year and the year before, which is an encouraging sign. The present open weather is militating against trade in the east as farmers in some districts find sleighing very bad. Builders' hardware and tools are in good demand, while lawn goods are prominent for the North West. Other lines being booked are screen doors, green wire cloth, lawn goods, gardeners' tools, refrigerators, barb and twist wire.

There has been a reduction of about 10 per cent. in certain Dominion and over 25 per cent. in certain American calibres of cartridges owing to the large American interests meeting competition from the smaller makers. Short black powder, 22, American is now 50 off and Dominion 50, 2 $\frac{1}{2}$ and 10, the same being for 22 long and long rifle; 22 short smokeless is, American 50 and 15, Dominion 50 and 5 and 20, while the 22 long and long rifle is, American 50 and Dominion 50 2 $\frac{1}{2}$ and 10. There has been an advance in Winchester rifles in 1905 and 1907 self-loading 32, 35 and 351 of about 10 per cent.

SPRING LINES—Jobbers are very satisfied with the way that booking has commenced. Orders are not only coming in well, but the specifications are for early spring delivery. The North West is already taking delivery in lawn goods, such as mowers, hose and sprinklers, poultry netting, barb and twist wire, green wire cloth, and gardeners' tools. At the same time general shelf goods are moving out well, showing that consumption is making steady inroads on dealers' stocks. Prices are firm all the way round, and the tone is very good.

BUILDERS' HARDWARE—Builders' hardware shows good strength, the developing demand both from the east and north west making this department very busy. Locks sets, escutcheons, bolts and butts are prominent, and there is a decided improvement in the class of goods going out to the great wheat growing districts. We continue to quote: Lock sets (inside), \$4 per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32 $\frac{1}{2}$ c to 33c.

SPORTING GOODS—Sporting goods continue quiet. The most interesting feature being the reduction in cartridges both American and Dominion owing to the makers meeting competition. The reduction amounts to about 10 per cent. Dominion, and 25 per cent. American. Fishing tackle has commenced to move a little, but there is practically nothing done in baseball, lacrosse, and other supplies.

BOLTS AND NUTS—Delivery is steady in bolts and nuts, orders from the North West show heavier bulk, and it is evident that the strength of the market is stimulating trade.

MINERS' SUPPLIES—The better buying noticed last week continues, and reports from the large mining districts are very favorable for coming good trade. A big mining boom is anticipated. We quote: Miners' picks, 16 $\frac{1}{2}$ c a pound; prospectors' hammers, 16 $\frac{1}{2}$ c; pick handles, \$1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3 $\frac{1}{2}$ c; drill steel, 8c.

LUMBERMEN'S SUPPLIES—Ball and heel calks are still moving well, while the assorted orders in the other lines are heavy for this part of the season. We quote: Cant hooks, \$12 a dozen and up; axes, \$6.50 a dozen and up; axe handles, \$1.15 and up; cross-cut saws (inferior) 25c a foot and up; better grades, 43c per foot and up; axe wedges, 25c a dozen and up; ball calks, \$4; heel calks, \$4.25.

ENAMELWARE—Enamelware is showing much better strength, and with the North West buying improving trade is very satisfactory. Enamelware forms a good proportion of all consignments going west. Prices remain firm.

WIRE—The movement in barb wire, plain twist, coiled spring fencing is getting more pronounced. If anything the North West is the most prominent buyer at present. The market is unchanged, and we quote: Barb wire, car lots, mixed, \$2.45; small lots, \$2.50; plain twist, car lots, \$2.75; small, \$2.80. Galvanized wire, No. 1, \$2.25 in straight and mixed car lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30; straight and mixed car lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO.

January 21.—Trading is opening up again with the advance of the season. In general the call is for shelf goods, evidently for sorting and stocking up.

There is an easing off in demand for winter lines and inquiry has given place to orders in spring goods, though sales are not yet very heavy.

Outdoor farm goods and some sporting goods are prominent showing lines for booking at present, but it cannot be said that the booking is heavy. Sales just now run to food choppers, washing machines and household goods generally. All prices are firm, with the exception of some roofing material which has declined 10c a sheet and roll.

Seasonable Goods—The winter lines are growing weaker in demand as the days go by, and while orders for spring goods are not heavy just yet, still sales are displacing the inquiries of the past several weeks and ousting, too, the call for winter lines. Booking of lawn mowers, hose and lawn goods generally, with fence wire, horse clipping machines, poultry netting and wire cloth continues with here and there a fair order. Axes and hand saws are selling well, as are an innumerable list of small shelf goods. Maple sugar evaporators, pails, pans, etc., are coming to the front with the coming of March.

Builders' Hardware—There is a lull in this line just at present and, judging from the local hardwaremen, stocking up is the order of the day so far as lock sets, bells, etc., are concerned. The market is generally steady. The only change noted this week is in ready roofing lines. Square roofing is down 10c a square and the rolls are also 10c lower. Carpet felt is now \$2.50 per hundred pounds instead of \$1.40 per 50 lbs. A decline is likely to be shown in nearly all building paper lines shortly.

Household Goods—With the many articles classed as shelf goods for which there is a demand at present, there have also been some attractive sales of household goods, notably meat and food choppers, sausage stuffers, etc. Washing machines, too, have been somewhat brisk, and booking of refrigerators, ice cream freezers, pails, brooms and housecleaning articles generally is steadily active, as are ash sifters, garbage cans, milk cans and heavy sheeted ware.

Sporting Goods—Booking of baseball, lacrosse and fishing outfits is being put forward. The past few days there has been a let-up by the retail trade in the call for hockey and skating goods. Express wagons, velocipedes and things of that sort for children are inquired for with the coming of spring.

Heavy goods—Tinned and galvanized lines are to the front in this class just now, though iron pipe has been selling well since the opening of the year. Chimney ventilators, etc., and metal roofing material are increasingly inquired for. The new discount is now 10 off instead of 12 $\frac{1}{2}$.

Tools, saws, files, screw drives, farm goods, clippers, drills, gasoline torches, shears, etc., are among the tool lines wanted just now. Orders coming

HARDWARE TRADE GOSSIP

in show that there is some call for all these goods. Scissors and cutlery too, while not in such great demand as a month or six weeks ago are yet fair sellers.

U. S. IRON MARKET.

Cleveland, O., January 20.—The Iron Trade Review to-day says: The tremendous activity that is expected in the movement of Lake Superior iron ores is indicated by the announcement that the Steel Corporation has chartered vessels to move fifteen million tons while it will move about twelve million tons in its own vessels, this making the immense tonnage of twenty-seven million tons for the leading interest. It is confidently expected that independent interests will move twenty-three million tons, making a grand total of fifty million tons. Ore freight rates have been advanced five cents per ton, and the charges paid by vessels for unloading have been reduced five cents per ton, so that on a basis of a movement of fifty million tons, vessels will have receipts of \$5,000,000 greater than under the schedule of last year of ore freights in unloading charges.

A very heavy volume of inquiry for pig iron is pending in the central west, and some orders of good size have been taken.

STAR HACK SAW BLADES.

The Millers Falls Company, Millers Falls, Mass., and 28 Warren Street, New York, has made a drastic cut in the list prices of Star hack saw blades, the significance of which will be better realized when it is noted that the former total of list prices of the seven lengths of blade, 6 to 12 in., inclusive, was \$64.20, as against a total now of but \$32.25. There is no change in the discounts, the market for average purchasers being represented by a discount of 15 and 10 per cent. The new list on gross lots is as follows: 6 in., \$3.50; 7 in., \$3.75; 8 in., \$4; 9 in., \$4.50; 10 in., \$5; 11 in., \$5.50; 12 in., \$6.

One of the reasons given for this reduction is the increase in manufacturing facilities, which enables the company to make the blades at a much lower cost than when prices, which heretofore ruled, were established. Notwithstanding the reduction, the company calls attention to the improvement in the quality of Star hack saw blades during the past few months, both in hardness and strength.

The man who is always afraid of doing more than he is paid to do, seldom does as much as he is paid to do.

It's the way a man sticks to a thing that marks him as a success or a failure. Many a fellow has won out at the eleventh hour, just because he wouldn't let go. Don't be a quitter.

Ontario.

Scott Bros., stove dealers and tin-smiths, Hamilton, have assigned.

Mrs. L. E. Holmes, tinsmith, Russell, is succeeded by Thos. G. Holmes & Son.

Robt. Munro, managing director of the Canada Paint Co., Montreal, was a visitor to Toronto this week.

Ralph Tait, who for years conducted a retail hardware business on Elgin Street, Ottawa, has made an assignment for the benefit of his creditors.

J. R. Henderson, president and general manager of Brandram-Henderson, Ltd., Montreal, was in Toronto this week looking over some properties for the office which his company proposes to open in Toronto.

Thomas Taylor, formerly connected with the McClary Manufacturing Company, but for the past five years in the gas range trade in Ohio, has rejoined the McClary staff and will, in future, represent them on the road as a demonstrator.

Nelson B. Robbins who at one time was associated with the late Edward Gurney, his brother-in-law, in the manufacture of iron goods at Hamilton, died at that city on Monday last, aged 90 years. He was a resident of Hamilton since 1854, retiring from business 30 years ago.

Justice Clute made an order at Toronto this week staying the winding-up proceedings ordered on September 8 last in the matter of the Atikokan Iron Co. and discharging the liquidation. The stay was asked by Mackenzie & Mann, who are large shareholders, and say they have secured sufficient to pay off all the debts.

The Rice Lewis hockey team has re-organized and elected the following officers: Hon. presidents, R. C. Fisher, Mr. Gilverson; hon. vice-presidents, Mr. Lawson; manager, Doc Mitchell; sec-treasurer, Frank Staines; captain, Jack Barron. They celebrated their return to the game by defeating the team of Aikenhead Hardware Co. a few days ago by the score of 4 to 1.

Campbell & Carscallen is the name of a new concern handling enamelware and tinware, which recently opened in Toronto at 35 Wellington Street, West. They are agents for the Lisk Mfg. Co., Canandaigua, N.Y., and Sturges & Burn Mfg. Co., Chicago. The former are makers of high grade tin and enamelware, and the latter are makers of milk cans, ice cream freezers and sheet metal specialties. Mr. Campbell has been associated with enamelled goods in England, the United States and Canada, and Mr. Carscallen was for years with the Gurney-Tilden Co., Hamilton.

Wm. Peters, of the Peters Coal Co., West Toronto, who was killed by a G. T.R. freight train on Jan. 3, was for 25 years a hardwareman at Midland, coming to Toronto three years ago, after disposing of his business to Hortman Bros., of Thornbury. His brother, Samuel, who was a partner with him in the coal business and who accompanied him the day he was killed while cross-

ing the tracks to their office was also a hardwareman. Wm. Peters besides his fuel business at West Toronto was as well associated with the business of W. Glassford & Co., hardware merchants, Beaverton.

Quebec.

The Dominion Corrugated Steel Pipe Co., St. Johns, has been incorporated.

Fred C. Lariviere has been elected by acclamation first vice-president of the Montreal Chamber of Commerce.

An early morning fire on Sunday last, caused damage to the extent of \$30,000 to the Diamond Flint Glass Works at Montreal.

Jack Brymer, Montreal manager for Jenkins & Hardy, has recovered from a severe attack of typhoid, and is back in harness again.

D. Lorne McGibbon, vice-president and managing director of the Canadian Rubber Co., of Montreal, was at a meeting of rubber dealers in Montreal, this week. He denies that prices had been considered at the meeting.

Games this week in the Montreal wholesale hardware hockey league resulted as follows:—Thos. Robertson, 3, Starke-Seybold, 3; Canadian Fairbanks, 2, Lewis Bros., 1; Frothingham & Workman, 2, Caverhill, Learmont & Co., 0.

M. J. Butler, C.M.G., deputy minister of railways and canals, is the new manager of the Dominion Iron and Steel and Dominion Coal Co. Mr. Butler will also be second vice-president of both companies.

An artistic hand engraved gold set of Gillette Safety Razors in a traveling case, has been presented by a prominent retail hardware merchant in Montreal, to His Grace Archbishop Bruchesi. The engraving represented the Archbishop's personal coat of arms.

The works of the Hamilton Powder Co., near Belort Station, were partially destroyed by an explosion at the nitro-glycerine shops, on January 17. Fortunately an alarm system, which has been installed, warned the men there, and they all escaped before the explosion occurred. The damage will amount to about \$2,000.

Western Canada.

The six-storey factory of the Munro Steel & Wire Works, at Winnipeg, was badly gutted by fire on January 12, loss \$60,000.

D. J. Taylor has resigned from the management of the Cockshutt Plow Co., at Regina, to accept a position as western manager for Gould, Shapley & Muir Co., Brantford, at Winnipeg.

W. C. Stearman has taken over the hardware business of Hodgson & Stearman, at 546 Granville Street, while R. C. Hodgson has taken over the plumbing and heating branch of the business, which will be continued at 643 Seymour Street.

Ascertaining the Cost of Doing Business

Percentage May be Found by Determining the Weekly Sales and Weekly Expenses and Taking into Consideration the Cost of the Goods—Statement for the Year Should be Kept so that Average Percentage May be Obtained—An Important Matter to Look After.

Owing to the increase in the cost of doing business, and the proportionately smaller profits on goods in many cases merchants are beginning to feel the necessity of a simple but accurate system of finding out and keeping an account of the cost of doing business. Hardware and Metal has made enquiries among a number to find out whether any had a system that could be recommended, but did not find one who is keeping a weekly record of his business in a way to show the percentage of cost on his turnover. The importance of an accurate knowledge of the expense of doing business, compared with the turn-over, cannot be overlooked. If this part of the business were better understood it would in many cases waken up hardwaremen to the fact that they were handling some goods considerably below cost.

The methods of some dealers of rushing into expense without counting the cost has been altogether too frequent, and the time has come when those who wish to survive among the fittest, must take more precautions as to what they are actually doing.

The difficulty of estimating the cost is not an easy matter. Such expense items as interest on capital, salary to proprietors, help, rent, light, heat, taxes and insurance stand out as certainties, but there are innumerable other items which work their way in so that the amount of expense cannot be exactly ascertained. It is a safe policy however, to watch the weekly or monthly turn-overs closely and govern the outlays accordingly.

As time goes on, other items may be added to the list of fixed expenses, and when the year is out and stock-taking takes place, the total cost of doing business may be fairly well estimated. Weekly or monthly, it may be ascertained what percentage of the turn-over is necessary to meet the current expenses, as shown by the accompanying illustration. Then, at the end of the year, the weeks or months may be examined individually, and as a whole, in order to get a concise view of the cost as against the profits.

Working Out a Plan.

In suggesting a definite plan, let us consider a business of \$500 per week. The object is not to show the actual facts in figures in connection with any particular business, but to show how to obtain a system to estimate the percentage of cost of running the business.

The profits on the goods, are based on the cost, but as this is difficult to obtain on the daily sales, the nearest approach

for practical purposes is to figure on the money received for goods sold. If the expense of selling \$500 worth of goods is \$52.25, it would figure out at about 13 per cent. on the cost, allowing say for 25 per cent. profits on the first cost. Of course, any other percentage of profit can be taken and the percentage of doing business obtained in the same way.

Keep Weekly Statement.

When this percentage is secured, the merchant has always something to work on. He knows his cost and can easily figure out what his selling price should be by adding on an amount equal to the expense of making the turnover and what profit he expects to get.

There is some difference of opinion as to how the cash book should be kept, where a credit business is done. Some try to add the cash with what is charged that day, but this means a lot of work and more or less confusion. A better way seems not to count the credit sales until they are paid, and then count that money as cash sales on the day the money is received. The weekly sales are, of course, the totals of the daily cash book for the week.

By keeping up this statement, it will show the sales of each week, as well as the total at the end of the year, together with the total expense and the average percentage.

This will become more interesting from year to year, as the business is growing. As this is a matter that will have a good effect on the general trade, if put into practice, it would be beneficial to know of systems other than the one here suggested, which are now in operation.

TO SOLDER ALUMINUM.

There is no solder which operates with aluminum in the same way that ordinary solders operate with copper, tin, etc. There are two reasons for this. Aluminum does not alloy readily with solders at temperatures as low as the other metals require, and it is consequently necessary in soldering aluminum, to use a much higher temperature. Furthermore, aluminum alloys with lead only with great difficulty, and with but a small proportion of lead at that; consequently, lead solders are useless with aluminum. The surface of all aluminum is covered with a thin, invisible coating of aluminum oxide. This coating forms instantly on the surface of aluminum, and is very refractory; and its presence is responsible for the high resistance of aluminum to corroding agents,

since, although aluminum itself is soluble in a great many chemical compounds, this protective coating of oxide is insoluble in almost everything excepting hydrofluoric acid. While in general this coating of oxide is beneficial, in that it forms a perfect protection to the aluminium underneath, it is, by reason of its efficiency in this particular, responsible for the principal portion of the difficulty which occurs in soldering aluminum, as naturally no solder will alloy with aluminum oxide.

HARDWAREMEN ELECTED.

J. S. Allen, Burlington, Ont., has been re-elected water commissioner of that place by acclamation. Charles Baker, plumber and tinsmith,



H. McNEIL, WARNER, ALBERTA.

Elected Councillor in That Town for 1910.

Prescott, was elected a councillor in the recent election.

W. F. Mickus, hardware merchant, Preston, and F. Clare, of Clare Bros., stove founders, were elected water commissioners at Preston.

J. M. Stalker, foundryman, Simcoe, has been chosen a councillor for 1910.

NEW STOVE FOUNDRY.

The Lee Mfg. Co., Pembroke, manufacturers of incubators, refrigerators, kitchen cabinets, etc., have purchased a foundry and will take up the manufacture of stoves and ranges. Patterns are now being prepared for next fall's trade.

Successful salesmanship is based upon an intimate knowledge of human nature. Study your customers. Get acquainted with their individual characteristics and humor their fancies.



WISS

HAS PERFECTED A SHEAR THAT WILL NOT BREAK STEELFORGED—

**The new basic material used in Wiss
Shears, Scissors, Tinnerns' Snips, etc.**

This is the most important improvement in shear manufacture since 1839, when Seth Boyden of Newark, N.J., discovered a malleable which could be welded to high grade crucible steel. Wiss Shears are now made of a new basic material—a forged steel base on which is welded our crucible steel blades.

Wiss Steelforged Shears will not break—no more broken handles. They can be finished better than any other—they can be more highly polished.

This great improvement was not accomplished in a day. For four years we have been studying it and have made innumerable experiments and tests. We have spent nearly \$50,000.00 in perfecting this new process. Wiss dealers will now have an article unequalled by any other in quality and finish.

Dealers in high grade cutlery cannot fail to understand what a great advantage this will prove to all those who cater to the best shear and scissor trade.

While this improvement will make Wiss Steelforged Shears the most expensive to manufacture it will also make them far superior to any other.

They cost no more than ordinary shears made by other American manufacturers.

If you buy the Wiss line you will find it better in quality and finish, and you will also find that it will sell more quickly and at a better profit than any other line.

**Everything Wiss Makes Is Guaranteed.
1910 will be a Busy Year. Place Your Orders Early.**

J. WISS & SONS COMPANY

Manufacturers since 1848



UNDER ONE ROOF

**From a Bar of Steel to
the Finished Product**

The Wiss factory is the finest equipped shear factory in the world—the only factory making shears from raw material to the finished product.

Wiss makes more high grade shears and scissors than all other shear manufacturers combined.

Wiss goods are for sale by the best cutlery dealers in every part of the world. You will find them in the best cutlery stores in Great Britain, Canada, Australia, India, South America, Africa, also Japan, China, etc.

All dealers who cater to high grade scissors and shears trade in their locality should have a stock of Wiss.

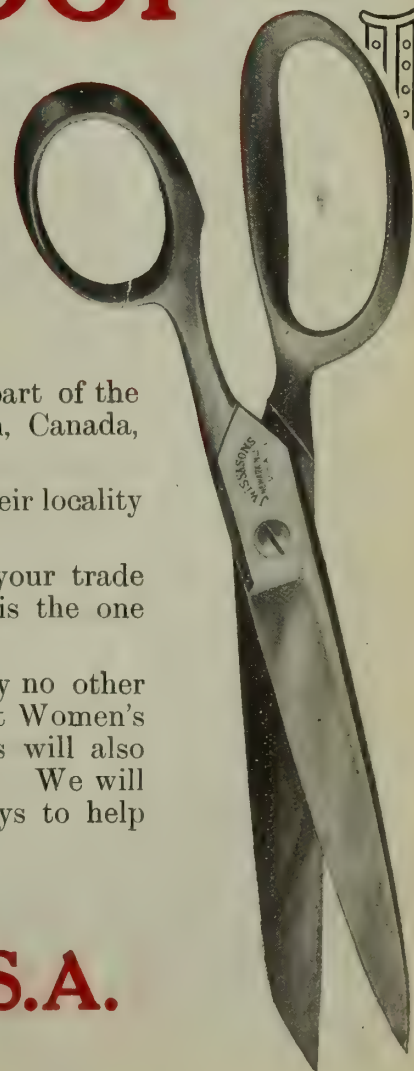
If quality, absolute guarantee and reasonable prices will secure your trade—drop us a postal and we can demonstrate to you that the Wiss line is the one you should certainly sell.

With the Wiss line you get selling helps such as furnished you by no other manufacturer. Wiss Steelforged Shears will be advertised in the next Women's Publications, having great national circulations. Our advertisements will also appear in the best newspapers in the leading cities of the country. We will furnish Wiss dealers with unique show window and show case displays to help them secure the benefit of this advertising.

***Our 1910 Proposition Will Appeal to All High Grade
Cutlery Dealers. It is the Best Ever Offered.***

NEWARK - - N.J., U.S.A.

Shears, Scissors, Tinnors' Snips, Razors, Cutlery



Trade News from the Atlantic to the Pacific

Death of James H. McAvity—Brantford Industries Enlarging—Two New Factories to Locate at Chatham—Port Arthur's Publicity Pagoda—McClary's Winnipeg Staff Have Social Gathering—Calgary May Secure Glass Industry—Bright Outlook for Trade on Pacific Coast.

HALIFAX.

January 17. — While the hardware trade at the present time is considered a little slack, the outlook is bright for a good spring opening. The travelers now on the road are sending in very satisfactory orders for spring delivery, and this is taken as a very hopeful sign for the future. The retail trade is also very good, and one of the large dealers informed your correspondent that he has turned his stock of builders' supplies over three times during the past three months. The demand for high-class "trims" is increasing and the majority of the dealers are handling all the best lines manufactured. The price does not seem to count as long as the buyer gets the class of goods that he wants.

The Lawrence Hardware Co. have just completed the contract of supplying the hardware for a large suite of law offices in this city, and they have now been awarded the contract for all the hardware to be used in the new offices of the Royal Bank of Canada. The competition on this contract was very keen, as it is one of the largest that has been let here for some time, and will probably run up to \$1,200.

Cotton prices are very firm. Cotton nets, lines and twines, tarred cotton lines, seine twines, cotton duck, waste, etc., are all expected to advance still further. Some advances have been made in tire steel, sleigh shoe, machine steel and carriage bolts. The advance is due to the increase in price of the raw material.

J.H.

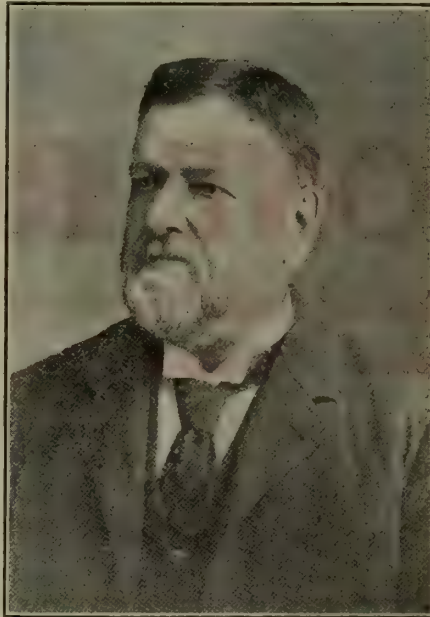
ST. JOHN.

January 19.—One of the best known and most prominent citizens of St. John passed away on Sunday last, in the person of James H. McAvity, a member of the firm of T. McAvity & Sons, wholesale and retail hardware dealers, brass and iron founders. Mr. McAvity who was in his 73rd year had been ill for some time and his death had been expected for several days. In his passing, St. John loses one of its most prominent business men and one who had great faith in the expansion of the city.

He was the eldest son of the late Thomas McAvity, at one time mayor of St. John and founder of T. McAvity & Sons. The late Mr. McAvity received his early training with J. & T. McAvity, with whom he continued. He also commenced business himself about the year 1854, by purchasing the Kennedy brass foundry on Princess street. This business he largely increased. In the year 1870 he entered the firm of T. McAvity

& Sons, who added the brass business to the hardware business formerly conducted. This firm greatly expanded until it has become one of the largest in its line in Canada. In 1908, T. McAvity & Sons became incorporated as a limited liability company, of which deceased was a director.

Mr. McAvity was one of the foremost citizens of St. John, and by active, strong and determined effort joined to faith in his native city, assisted largely in building up here one of the largest brass industries in Canada. He was ac-



THE LATE JAMES H. McAVITY,

of T. McAvity & Sons, Hardwaremen, St. John.

tive in many societies and associations. He was a director of the S. P. C. A., the exhibition association and other bodies. He was twice married. James W. McAvity, proprietor of McLean & Holt Co., manufactures of stoves and castings, is a son, and Mrs. F. E. Caine, of Montreal, is a daughter. The funeral, which was held on Tuesday, from Trinity Church, was very largely attended.

CHATHAM.

January 19.—It is possible that Jas. A. King, hardwareman, who has to vacate his present premises in March, will locate in the unused upper floor of the city market building. A proposition from Mr. King was laid before the city council at a special meeting, on Monday

evening, and, though referred back for further consideration, the aldermen were generally in favor of it. Running a hardware store in premises of this sort, without anything in the nature of a display front, is something of an experiment, though the location is an excellent one for the agricultural trade.

The contract for the Modern Malleable Range Company's factory on St. George street has been let to John Piggott & Sons, of this city. The new factory, which is to be 160x60, is to be completed ready for occupation by April 1. Temporary premises have been secured on William St., where operations will be commenced next week. It is stated that at present no moulding shop or foundry will be built, the parts being imported and put together here; but these departments will be added at an early date. Between 30 and 40 men will be employed.

It is announced that the R. Watt Machine Co., burnt out in Ridgetown some months ago, will locate in Chatham. Till recently it was thought that London was to get the concern, but Mr. Watt states that the Chatham deal has been closed. No information as to the inducements has been given out. The concern was capitalized at \$50,000 and before the recent fire employed between 25 and 50 men.

The National Supply Co., dealers in gas and oil well supplies, at Tilbury, have moved from the Stewart Block to the Benglet Block, on the west side of Queen street.

Water Commissioner W. H. Westman has given notice of a by-law to abolish the present minimum rate of \$1.15 per quarter to patrons taking their water supply by meter, charging instead only for the actual amount of water used. The change will probably boom the meter business. The department, however, contemplates purchasing meters in large lots and installing them at actual cost.

V. L.

BELLEVILLE.

January 19.—The Bellville Hardware Co., of this city, are very busy, and report that they are four months behind in the delivery of orders received from wholesale houses.

BRANTFORD.

January, 18.—The Cockshutt Plow Co. is extending its foreign trade into Palestine, and the Oriental Trading Co. has been given their agency there.

The ratepayers of Dunnville will vote on February 14 to give a loan of \$30,000, to the proposition of Geo. McCrae, to erect a factory for the manufacture of gas engines. Fifty hands will be employed the first year, and 75 and 100 in the next succeeding years.

The annual meeting of the shareholders of the Brantford Roofing Co. will be held Tuesday next.

Brantford township council have asked for tenders for the supply of hardware for the ensuing year.

The Verity Plow Co. will erect an ad-

HARDWARE AND METAL

dition of 100 feet to the foundry department.

A. Yager, foreign representative, has left for South America in the interests of the Cockshutt Plow Co.

James Patten has entered partnership with John Turnbull, in Scotland, in a hardware and tinware business.

William Jordan, Woodstock, has opened a blacksmith shop at Mount Pleasant.

The incorporation of Cosy Homes, Welland, to build desirable homes for workingmen in Welland was announced last week. The directors are David Ross, Gordon Ross, B. J. McCormick, Welland; B. D. Cady, Fred W. Moore, Port Huron, Mich. They will erect a large number of desirable houses this summer.

There is a scarcity of plumbers at Welland, owing to the rush of work there now. With splendid prospects for the year, the plumbers there will be kept on a rush.

J. E. Cutler will open a painting and paperhanging business at Welland.

The Canadian Niagara Power Co. will erect a power plant at Bridgeburg to cost \$6,000.

Port Dover has voted unanimously to give assistance to the Widespread Implement Co., the vote being 198 to 0 in his favor.

A building permit for a brick dwelling to cost \$800 has been granted to James Humble, Spring Street.

The annual meeting of the shareholders of the Goold, Shapley & Muir Co., manufacturers of gas engines, windmills, etc., was held on Saturday, when the officers elected were: E. L. Goold, president; W. H. Shapley, vice-president; John Muir, manager; W. H. Whitaker, secretary, and Henry Yeigh, treasurer. In order that they may cope with the demand for the new gas traction engines, plans have been drawn up, and tenders asked for up-to-date engine and machine shops, 180 x 50, 180 x 50, 32 x 50 respectively, which will be modern in every respect. An effort will be made to extend the trade to the South and Central American republics.

PORT ARTHUR.

January 17.—The Board of Education for Port Arthur have decided to double the capacity of the north ward school at an approximate cost of \$18,000 to \$20,000.

The \$100,000 Collegiate now in course of construction for Port Arthur is rapidly nearing completion.

During the early part of last summer the topic of the industrial advantages offered by this city to large industries and the attractions for tourists was brought before a meeting of the leading merchants. The outcome of the discussion was a proposal made to erect a Publicity Pagoda, which should serve as the offices of a Publicity or Industrial Commissioner, to be engaged, who would handle all enquiries and attend to everything appertaining to the growth of Port Arthur. At a cost of \$3,000 the Pagoda was erected upon a site situate

immediately opposite the C. N. R. and C. P. R. depots on property given by the city.

The novelty of the proposal appealed to practically everyone and the plebiscite met with an almost unanimous vote in its favor.

Applications for the position of Industrial Commissioner was then called for and as a result of the advertisement in Hardware and Metal. N. G. Neill, of the Caledonian Iron Works, Montreal, was selected as the most suitable applicant for the position. Mr. Neill has been in charge now for about 2 months and is giving ample evidence of his ability to handle the proposition in a business-like way.

H.B.S.



Pt. Arthur's Publicity Pagoda.

CALGARY.

January 14.—Building Inspector Harrison, in his annual report, called attention to the fact that 52 business blocks were erected at an estimated cost of \$561,594: 15 warehouses, \$278,640; four schools, \$148,800; five elevators and grain tanks, \$178,400; 617 private residences, \$1,033,350. The buildings are of a better type of construction and architecture than in past years. The returns show a remarkable increase over previous years, and Calgary has beaten all western records.

Commissioner Clarke, who has spent some time in Montreal, Toronto, Hamilton and Ottawa, returned to Calgary, saying that Calgary was as good as the best. Mr. Clarke said that the eastern manufacturers appeared to be in a very optimistic mood, and that general trade conditions were very good. During his return trip, Mr. Clarke met a representative of an English plate glass company, which intends opening a branch here and building within the next few months.

The Edmonton Exhibition Association intend celebrating the entrance of the Canadian Pacific Railway into Edmonton, the completion of the C. P. R. to the coast, the building of the Alberta and Great Waterways Railway to Fort McMurray, the building of the Canadian

Northern Railway into the Peace River country, by a grand exhibition to be held three years from date on their new grounds.

A. R. A.

NEW WESTMINSTER.

January 15.—The Vulcan Iron Works, of this city, has leased a site from the corporation and arrangements are being made to move to a place where a large business can be done by both water and rail. Telling Hardware and Metal of what is being done, J. R. Duncan, manager of the works, stated that the company has been gradually extending its plant as business grew, and by the time it is located in its new quarters it will be in a position to handle trade that cannot be touched now on account of the lack of shipping facilities by water. While in Portland, Oregon, a week or two ago, Mr. Duncan arranged with the Willamette Iron Works Co. whereby the Vulcan Iron Works Co. will make all the boilers for locomotives built by the American firm for use in Canada. The Willamette Co. has found it impossible to manufacture at its plant in Portland boilers to meet the requirements of the B. C. Boiler Inspection Act and make any profit after paying duty into British Columbia. This means a big business, as all the large lumbering and logging concerns use locomotives and many that are now ordered will have their boilers built here.

An interesting feature in connection with the operation of the lumber mills of the Fraser River Lumber Co. in New Westminster is that they have found that too much power is lost by friction, and it is the intention to instal separate motors to be operated by electricity, wherever possible in connection with shingle machines, etc. Many of these motors have already arrived and will be installed immediately. This company is one of the most up-to-date on the coast and anything that will give better results is soon discovered and installed, as they feel that any initial expense is soon paid back by greater output for the same amount of spent energy. It is this concern that lately brought out 125 French-Canadians and having found them satisfactory have discharged 210 Asiatics.

A. C.

WINNIPEG.

Jan. 19.—The clerks and employes of the McClary Mfg. Co., Winnipeg, indulged in a jolly fete on the evening of January 14 when they were at home to their friends in the newly decorated display room on the company's premises. The room is about 80 x 35 feet in dimensions and beautifully fitted up with a hardwood wax floor making it an ideal dancing hall. Decorations were of red, white and blue and the old Union Jack. About two dozen newly installed Nernst lights contributed to the brilliancy of the scene.

A feature of the evening was a surprise upon Mr. J. J. Foote, the man-

ager, when about 175 people clasped hands and encircled him singing "he's a jolly good fellow."

Mr. Foote announced that he purposed opening a recreation room in the building where all employees can spend idle hours. Newspapers and magazines would be kept on file, and there would also be lunch tables installed. Already the employees have formed a magazine club through which for a small fee access can be had to all the latest magazines and trade papers.

J. H. Ashdown and family left the city on the evening of January 16 for a three months' trip to Egypt and other Mediterranean points.

VANCOUVER.

January 15.—Speaking with hardwaremen generally, all are confident that 1910 will be the best year yet for business. They are not building altogether on prospect, for the past year has been good, with conditions at the close very favorable. Although the first month after the holiday trade is accounted flat according to business traditions, in Vancouver it has hardly been noticed and trade is maintained to an astonishing volume.

"I see no reason why things should not come our way," remarked one hardwareman to Hardware and Metal. "In all those industries with which our trade has connection, such as building, lumbering and mining, activity is noticed, and on the coast Vancouver is particularly fortunate in having a number of large mineral properties on which development is proceeding, and on which there should be large operations in the near future. Lumber manufacturers are preparing for the largest business they ever had, and this year their annual overhauling period was the shortest on record. I have occasion to enquire into these conditions so as to regulate our buying, and find that not only have they orders for lumber on hand, but stocks are so depleted that it will keep them busy to catch up. This is a very good sign, for it means greater activity in the logging camps, and in this trade there is good money for us. A large number of camps will be opened right away, as the price of logs is going up. As regards building, that is where the retail hardware man especially benefits, particularly those of us who make a specialty of builders' hardware. When the value of the permits was so high during the last week of the year, it was thought that the inspector had hustled up builders so as to make a showing, and I confess I was surprised to note that the returns for the first week of the year, over \$300,000 was even greater for the week previous, and a fine start-off for a new year. Another reason why I think we are going to have good business this year is the way people spend money. A business man can always see by the manner of buying how the supply of money is behind, and lately the style has been to get what is wanted without any cavilling over the figure. In such lines as vacuum

house sweepers, which are if anything a luxury, we find that a goodly number are sold. People, moreover, are improving their places of residence, and it is found that good displays of things of modern pattern used for doors, walls, etc., bring in buyers. It is not necessary to make any catch displays, simply to put out the best and nicest we have. These suggest changes, and in they come to enquire. So, you can see by such signs that conditions are favorable."

The partnership which has existed between W. C. Stearman and R. C. Hodgson, as Hodgson & Stearman, will be dissolved at the end of the present month. Mr. Stearman will carry on the hardware and housefurnishing department, while Mr. Hodgson will continue the plumbing and heating business, having his quarters at 643 Seymour street. This firm has been in existence about seven years and has done a successful business, which will doubtless continue to the two members who have proved able business men and who have been popular with the trade. They were fortunate in starting up just before Vancouver began to make such rapid strides in progress and as the city has grown their business has expanded and moreover, they kept in line with the advance.

A hardware dealer this morning remarked on the criticism the retail trade is subjected to in instances. In this particular, it was because it did not keep nuts to match those on boys' Irish mail carts and baby carriages. These are made with a flange washer, so to speak, and as they are only wanted on special occasions it does not pay to stock them, except as a convenience. The dealer suggested that manufacturers should adopt some standard in constructing such family necessities, so that purchasers would not be put to great trouble to replace nuts that are very easily lost. He recommended doing away with nuts altogether, and if the spring snap appliance for retaining wheels in their place cannot be obtained them some method should be used which would prove equally serviceable. As it is, the retail trade has perhaps two or three calls at long intervals and failure to supply means, if not the loss of a customer, unnecessary friction that might be avoided.

B. B. D.

VICTORIA.

January 13.—To-day the annual city elections are taking place, at the same time the ratepayers are asked to pass on three by-laws. The most important of these is to enable the city to borrow \$1,500,000 for the purpose of bringing water from Sooke Lake. Of the others, one is to raise \$184,000 for the building of a new school and alterations to others. The last is to permit the city to grant a piece of property in the rear of the Empress Hotel to the company of citizens, who have formed a syndicate to build a new theatre, the ground to be used for this purpose only.

C. H. Topp, city engineer, has resigned.

The activity in business property still continues, some heavy sales having been made during the past two weeks. Coincident with this there has been an increased activity in building circles, permits having been issued during the past few days for several down town business structures and plans are being prepared for several others. This month, so far, though only half gone is ahead of the whole of last January in the amount of building permits issued.

The B.C. Marine Railway Co. are making arrangements to greatly enlarge the shipbuilding plant. Capital has been subscribed by English financiers and the enlargement of the works is considered practically assured.

W. B. C.

MAKING GOOD IN ADVERTISING.

"Wiss Shears will last a lifetime and stay sharp," was the advertising phrase adopted by the advertising manager of J. Wiss & Sons, Co., Newark, N.J., a few years ago, and about which an interesting story is told by F. C. J. Wiss, the president of the company.

"When we began featuring our guarantee in our extensive National Advertising Campaign," said Mr. Wiss, "our advertising man selected the phrase quoted, forgetting, however, that small articles, such as scissors and shears, made with the customary malleable iron backing used by all manufacturers of shears and scissors, are liable to break if accidentally dropped."

The guarantee was advertised, however, and the Wiss Co. cheerfully stood by it, replacing the occasional samples that were returned to dealers. Not satisfied with this, however, the company went to considerable expense making special factory tests to prevent the shipment of any shears manufactured from brittle malleable. Experiments resulted in the discovery of a new basic material to take the place of the malleable iron base and to-day all their cloth trimmers, barber shears, paper shears, tinner's snips, etc., are being steel forged with the new material to which their crucible steel facing is welded. This makes a shear practically unbreakable. The new process allows of a much superior polish and finish and the handle is practically unbreakable.

Thus, to make good an advertising phrase the Wiss Co. spent nearly \$50,000 during four years of costly experiments, but the ad. writer can now, knowing whereof he speaks, say "Wiss Shears will last a lifetime and stay sharp."

Speaking on the subject of national advertising, Mr. Wiss stated that advertising to-day is just as necessary to the successful manufacturer as are traveling salesmen, but to be successful as an advertiser a manufacturer must furnish goods equal to if not better than described in his printed announcements.



WILL

YOU

ALL GUARANTEED
BY



W
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Stephens'

C
A
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G
A
R
Y



SEE THE NAME ON EVERY CAN
—IT'S ANOTHER WAY TO
SPELL QUALITY.



BE



AGENT



CORRUGATED IRON

We make it—either painted or galvanized—
in 3, 4, 6, 8, 10 foot lengths. In 27½ inch
or 33 inch widths.

Metal Siding and Shingles

Galvanized or painted, all weights.

SEND US YOUR ORDERS

WINNIPEG CEILING & ROOFING CO.

Sheet Metal Manufacturers

FORT ROUGE, WINNIPEG

Are
Your
Goods
on
The
Market?

They may be first-class. Do the people know that they are?
Do you want help—a partnership—or have you a business for
sale?
Advertise in the Condensed Ad. columns of Hardware and
Metal and **Tell Us If You Don't Get What You Want.**

In the Beginning

that's when

Pease Furnaces

Cost most. The best
iron and steel used in
proper quantities and
assembled by only expert
workmen backed by an ex-
perience of over thirty-five
years is worth money—
cost money.

In the End

that's when

Pease Furnaces

cost least, because
the life of a Pease
furnace is long—it gives
satisfaction all the time,
and means reduced repair
and fuel bills.

You can add to your
list of pleased customers
with a Pease Agency.

Write for Catalogue

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination
Heaters, Round and Sectional Boilers for
Hot Water or Steam, Registers, &c.

We maintain an engineering depart-
ment. Ask for our assistance when
you have an out-of-the-way heating
or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook —
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Jan. 20, 1909.

On every side optimistic reports are heard regarding the future of Western Canada, and one is forced to make an unbiased judgment as to the actual conditions irrespective of newspapers, drummers and city advertising bureaus. Talk is cheap and the man who calls a halt to all reports and says, "You will have to show me," will get at the real facts more quickly and satisfactorily. Business conditions anywhere can best be estimated by the nature of the orders that come in from the merchants to the wholesalers.

Are the hardware merchants throughout the west selling goods in large quantities, and receiving money for them and forwarding payments to their creditors? And are orders larger than those of last year, at this time?

An examination of order books will prove that this is so. The month of January 1910 will go on record as the busiest January in the history of the trade. Almost every line of goods are in demand, and specialty orders are being rushed off continually.

Spring shipments are now going out well in such lines as wire, nails, spikes, iron pipe and sheet metals. What the ultimate of the trade is going to be is difficult to discern. But it is sure to result in the maintenance of the advanced prices of last week. Markets are all strong this week and copper rivets and burrs are likely to go up at an early date.

It is possible that trade will be suddenly quieted should the slightest report be circulated, as to the possibility of a light crop this year. Much depends upon the outlook for a good wheat yield, but year by year merchants are becoming more independent of the agricultural yield. At any rate indications are that the hardware market is going to be excellent for some time to come, and preparations are being made by retailer and wholesaler alike to surpass all previous records.

The linseed oil market continues to soar, the advance being about 12 cents within the past few days.

Winnipeg Quotations.

Wire—Barbed wire, 100 lbs., \$3.15; plain twist, \$3.40; staples, \$2.90; annealed wire, \$3.00 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Poultry Netting—57½ per cent.

Horseshoes—"M R M" and "Bell" iron. No. 0 to 1, \$4.50; No. 2 and larger,

\$4.25; snowshoes, No. 0 to No. 1, \$4.75; No. 2 and larger, \$4.50; steel, No. 0 to 1, \$4.85; No. 2 and larger, \$4.60; feather-weight, \$6.

Horse Nails—"MRM" cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$2.30; 7, \$3.05; 8 \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb boxes.

Wire Nails—\$2.80 Winnipeg and \$2.35 Fort William.

Cut Nails—\$3 per keg base; pressed spikes, \$3.50 base, usual extras.

Screws—Flat head, iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Bolts—Carriage ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Rivets and Burrs—Iron rivets 55 per cent. Copper, No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½; 10, 33c per lb.

Harvest Tools—50 and 5 p.c.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Blocks—Steel, 45; wood, 60 per cent.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Stove Pipes — 6-inch, \$8.69; 7-inch, \$9.31.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced 30; japanned ware 35.

Iron Washers.—Full box, 45 p.c.; smaller lots, 40 p.c.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Logging Chains—5-16, \$5.50; ¾, \$5; 7-16, \$4.70.

Enamelware.—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Grindstones.—Per 100 lbs., \$1.65.

Wringers.—Royal Canadian, \$35.00; new easy, \$39.00.

Crowbars.—4½c. per lb.

Steel Square.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—21c per lb.

Lanterns.—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Rope.—Sisal, 9½, pure manila, 11; British manila, 9½; lath yarn, 9½c.

Corrugated iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Bar Iron.—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.50; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Pig Lead.—\$5. Lead pipe, \$6.

Sheet Zinc.—Casks, \$7.75; broken lots, \$8.50.

Copper.—Planished copper, 33½c per lb.; tinned, 24c.

Iron Pipe—Black pipe, ¼ in., \$2.45; ⅜ in., \$2.85; ½ in., \$3.50; ¾ in., \$4.25; 1 in., \$6.10; 1¼ in., \$8.30; 1½ in., \$10; 2 in., \$13.30; 2½ in., \$21.75; 3 in., \$23.60; 4 in., \$40.75; 5 in., \$50; 6 in., \$65. Galvanized: ¼ in., \$3.50; ⅜ in., \$3.85; ½ in., \$4.25; ¾ in., \$5.50; 1 in., \$7.90; 1¼ in., \$10; 1½ in., \$13.20; 2 in., \$17.60; 2½ in., \$20.

Fittings.—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Galvanized Iron—Appolo, 16 gauge, \$3.65; 18, \$3.70; 20, 3.75; 22 and 24, \$3.85; 26, \$4.05; 28, \$4.45; 30-gauge or 10½-oz., \$4.65; Queen's Head, 20, \$3.85, 24, \$4.05; 26, \$4.45; 28, \$4.65.

Tin Plates—I.C. charcoal, 20 x 28 full box, \$9; ½ box, \$4.75; IX. full box, \$11, ½ box, \$5.75; IXX., full box, \$13.50; ½ box, \$7.

Terne Plates—I.C. plates, \$8.50.

Canada Plates.—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40, full polish, 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline, 24c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; National Light, 25c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c; Acme Lamp, 30c; White Lily, 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils.—White Lead, pure, \$6 to \$6.50, according to brand, bladder putty, in bbls., \$2.50; in kegs, \$2.55; turpentine, bbl. lots, 90c per gal.; linseed oil, raw 90c; boiled, 3c per gal. advance on this price.

Ammunition.—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof, do., \$8; honker, in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins (50 lbs. bulk), per tin, \$26.50.

Weather Strip—Wood and felt, No. 61, \$1.25 per 100 feet; No. 62, \$1.75; No. 64, \$2.25. Blue felt, 40 cts. per pound.

The Lafrance Improved Pipe Joints Co., Montreal; capital, \$50,000; to manufacture and deal in saws, barbed wire, lead pipe, shot, locks, tools, white lead and paints, etc. Incorporators, J. Lafrance, A. Chagnon and L. D. Latour, Montreal.

Ask US to quote you for

PAINTS (READY MIXED AND IN PASTE) DRY COLOURS

DISTEMPERS, VARNISHES, Etc.

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience; and know that we can compete

...
**HOYLE
ROBSON
BARNETT & CO.,
LIMITED**

HEAD OFFICES:

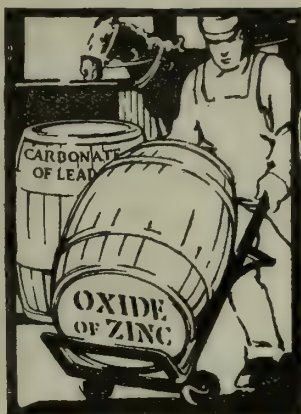
35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND

CONTRACTORS TO

H. M. ADMIRALTY and WAR OFFICE

To save time, please send samples to match and fullest particulars.

GOOD RAW MATERIALS



Control of Raw Materials.

We own and operate our own lead and zinc mines and smelters; we buy the choicest grade of flaxseed and make our own linseed oil; and we operate two large dry color plants, one, the largest in the world, producing the finest quality of dry colors.

THE first requisite of a high-grade paint is the use of good raw materials. By controlling so many of our leading raw materials at their sources, we are able to produce uniform products of the right quality. Where we have to depend upon outside supply we maintain our standard by employing the following method: Every shipment of raw material received at our factory has two samples taken from every fifth or sixth barrel or cask. One is sent to the Chemical Laboratory, where it is tested for purity and other chemical properties. The other is sent to the Physical Laboratory, where it is examined for color, texture and other physical properties. The goods are rejected if not up to the Sherwin-Williams high standard.

THE SHERWIN-WILLIAMS Co.

MAKERS OF PAINTS AND VARNISHES

CANADIAN HEADQUARTERS AND PLANT,
897 CENTRE STREET, MONTREAL, QUE.

WAREHOUSES:

TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B.C.



Jardine Universal Ratchet Glamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER ONTARIO

"The Western Stove Makers"
W. J. COPP SON & Co
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



MAKE 1910 A RECORD YEAR

We can help you do this with the **Martin-Senour 100% Pure** Paint and Specialties

OUR SALESMEN WILL BE PLEASSED TO TELL YOU ABOUT THE GUARANTEE
WITH EVERY GALLON OF OUR PAINT—IT'S A GREAT SELLING HELP.

The Winnipeg Paint and Glass Co., Limited

EDMONTON

WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Standard Sanitary Co. intend to erect a one-storey concrete factory building at Toronto, to cost \$12,500.

The Gould, Shapley & Muir Co. intend to enlarge their Brantford plant to manufacture for the western trade.

The Armbrust Canadian Brake Shoe Co. have purchased some land at Toronto. They purpose building a factory, and operations will start at once.

The Grand Trunk Pacific Dock Co., with a capital stock of \$150,000, has been organized in British Columbia to undertake the construction of the new docks at Seattle, Victoria, and additional docks at Prince Rupert.

Hugh Baird & Sons, formerly of Markdale, Ont., now at Thornbury, Ont., are again entering the lumber business in the spring and expect to put up a new band saw mill of the best fireproof construction.

It is understood that the Dominion Iron and Steel Co. will add a plate mill to their establishment at Sydney, the product to enter into the construction of war vessels to be built at Montreal and Halifax.

The Imperial Rattan Co., of Walkerville, have taken over the Borland carriage factory at Stratford, at a price, it is understood, of \$21,000, and will commence operations next month with a staff of some sixty employees.

The Watts Manufacturing Co., of Wattsburg and Proctor, in the Kootenay district of British Columbia, are installing a wire-wound wooden pipe plant in connection with the Proctor mill. The plant is nearly ready for operation.

Swan & Hunter, the great English shipbuilders are said to have purchased a site at Dartmouth, N.S., and that they will spend a million dollars on a plant there. In one year's time they expect to be able to construct first-class cruisers as well as merchant ships.

An announcement has been made at Montreal to the effect that Maxim, Son & Co. will build an establishment there, as well as the proposed dock, and that they expect to be in a position to carry on all kinds of steel work, besides steel vessels and warships on the St. Lawrence in the east end of Montreal.

Seaman, Kent & Co., hardwood finishers, will erect a plant at Fort William, which will employ 100 men and will ship to the west the first year 500 carloads of finished material and 800 carloads a year afterward, provided the city will exempt them from all but a nominal tax. The proposition will be submitted to a vote of the citizens.

J. R. Booth, Ottawa; the E. B. Eddy Co., Hull, and the James MacLaren Co., of Buckingham, are taking out enough

pulpwood to keep their mills running to the fullest capacity in preparation for what promises to be a good season. Mr. Booth is increasing the capacity of his pulp producing plant by 60 per cent. and expects to use all its output in the manufacturing of paper.

Public Buildings.

Guelph's proposed new public school will cost \$20,000.

The contract of the remodelling of the Toronto General Post Office has been awarded to Samuel Young, of that city, who has the whole of the work. The contract for remodelling and the new addition to the east of the Post Office calls for an expenditure of about \$46,000. An appropriation of \$80,000 for the work was voted by the Government two years ago.

General Building.

Plans are being prepared for a new office building at Winnipeg, which will be occupied by the Trust and Loan Co. of Canada.

D. J. McKay, of the McKay Construction Co., representing an American syndicate has purchased a 150 foot site at Regina on which a \$150,000 apartment block will be built during the coming season.

G. H. Walton, Winnipeg, is preparing to erect a large apartment house, or rather, series of courts, at that place. The structure will be 200 by 150 feet, and the estimated cost is placed at \$320,000.

The city architect has issued a permit to the York Club for proposed alterations to the Gooderham residence at Toronto, which is to be transferred in to a club house. The alterations will cost \$10,000.

Forty-six dwellings, a \$14,000 apartment house, a \$12,500 factory, and \$27,000 worth of alterations to the Sheard building are included in 25 building permits issued by the Toronto city architect in two weeks, ending on January 15. The total value of the buildings contemplated amount to \$190,400.

The following are recent building permits granted at Toronto: T. P. Hodgson, ten attached two-storey dwellings, \$18,000; Geo. Rennie, two pair semi-detached 2½-storey dwellings, \$12,000; Mrs. E. D. Y. Cohen, three-storey brick apartments, \$14,000; C. B. Hodgson, two pair semi-detached and one detached two-storey dwellings, \$10,000; Holt, Renfrew Co., alterations to store, \$27,000.

Railway Construction.

A \$2,000,000 electric railway will be built in the Okanagan valley of British Columbia.

Three hundred and fifteen thousand dollars will be expended on the New Westminster branch of the British Columbia Electric railway during 1910.

A report from the Soo says that in February the Algoma Central Railway Company will call for tenders for an extension of their railroad 200 miles. It was also stated that the sum of \$3,000,000 was being allowed in the estimates for this purpose. In the extension 64 bridges will be constructed.

New Companies.

Caledonia Gypsum Co., Hamilton; capital, \$150,000; to develop and work mineral lands. Incorporators, Henry Lewis, E. Rubenstein and E. J. Hunter.

John Miller & Son, of Winnipeg, capital, \$25,000; to deal in and manufacture hardware, etc. Incorporators, T. W. Neelands, G. N. Broatch and F. W. Louthood.

Canadian Merchandise, Ltd., Toronto; capital, \$5,000; to deal in novelties, household utensils, hardware and other merchandise. Incorporators, G. M. Kellam, R. Westwood and C. A. Bailey, Toronto.

A CANADIAN NICKEL INDUSTRY.

Ottawa, January 19.—Arthur Wilson, who has been engaged by the Imperial Government to inquire into the nickel resources of the Dominion and whose headquarters are at Toronto, is urging the Mines and Minerals Committee of the House of Commons that it is the duty of the Canadian Government to step in at the present moment and take over the control of its mineral deposits. Canada possesses three-fifths of the stores of nickel which is now controlled by the American Nickel Trust. Canada and New Caledonia, he said, are the only countries which possess any great stores of nickel, and the deposits are practically controlled by the International Nickel Company, of New York, which has made the price so high that the mineral is prevented from coming into general use.

Millions of tons of nickel, representing immense wealth, were lying undeveloped in Canada because it does not suit the trust to do so. The taking over of the deposits by the Government Mr. Wilson looked upon as a matter of imperial urgency. Such action on the part of Canada would give to Great Britain a splendid advantage in the construction of warships. The point was raised that the Ontario Government might object, but Chairman Connée explained that nickel titles were in fee simple. The suggestion was made by Mr. Wilson that if the Quebec bridge is to be built of nickel steel it should be stipulated that it must be manufactured in this country. The committee decided that in view of Mr. Wilson's statements it would be advisable to summons the official of the Canadian Copper Company, the Canadian branch of the trust, to give evidence.

MACHINERY STEEL

SMOOTH AND
IRON FINISH

All sizes in stock $\frac{1}{4}$ " to 6"

A. C. LESLIE & CO.,
MONTREAL LIMITED

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N. S.

Manufacturers of

**FERRONA
PIG IRON**
and SIEMENS-MARTIN
OPEN HEARTH STEEL

IVER JOHNSON SAFETY AUTOMATIC REVOLVER



A revolver that can be discharged in any other way than by pulling the trigger is a mechanical absurdity as well as a constant danger.

The things you can do to an Iver Johnson Safety Automatic Revolver without discharging it would keep you busy all day. The one thing you can't do to it is—fire it in any other way whatever than by pulling the trigger.

Handsome in appearance, made in many styles—like a rifle for accuracy—hard-hitting and speedy—but always safe to handle.

Hammer the Hammer

Don't Let YOUR Profits Get Away

The Trade everywhere is making money on Iver Johnson Revolvers because they are good revolvers, absolutely safe revolvers, and widely advertised revolvers. We keep them before the reading public in the big magazines and the sporting papers.

Keep them before your customers, be ready to handle the enquiries we send you, get your share of the profits of our combined efforts.

Send for Dealer's Catalogue and give your Jobber an early Order

IVER JOHNSON'S ARMS & CYCLE WORKS

330 RIVER ST., FITCHBURG, MASS.

Pacific Coast Branch: Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycle

Reliable Iron

cannot fail to influence trade
to your store!

How about YOUR stocks?

Are you selling

**LONDON
IRON?**

It is
Flawless
and
Uniform
Throughout

Sales Agents:
Ontario, Baines & Peckover, Toronto
Manitoba, Bissett & Loucks, Winnipeg

**LONDON
ROLLING
MILL CO., LTD.**
LONDON, CAN.



NOVELTIES AND NEW GOODS

NEW AUTOMATIC STROPPER.

Frothingham & Workman, Montreal, have been appointed sole agents for Canada of the Nicholls Automatic Stroppler which is adapted especially for double edge razor blades. The stroppler acts automatically, and no skill is required as far as the operation is concerned, while the construction is so simple that with ordinary care the



The Nicholl's Automatic Stroppler.

article will last a life time. By using the Nichols Stroppler blades can be re-sharpened without any fear as to the results. It is a well know fact that it is impossible for the layman to obtain a keen cutting edge on safety blades by the old method. A strop to do its work effectively must be oily and pliable so that the oil from the strop will replace the moisture left on the blade, and so prevent rust, and when laid aside for some time will not become hardened and unfit for use.

NEW MAPLE SYRUP EVAPORATOR.

An article that is particularly seasonable just now, seeing that the maple sugar season is but a few weeks off, is the new and improved "Perfect Maple Evaporator," made by The Steel Trough & Machine Co., Tweed, Ont. The body of the evaporator is of heavy sheet steel, riveted and braced



Perfect Maple Evaporator.

with steel angles, fitted with cast iron door and frame. The legs are of steel, strongly braced to the body of

the tank. Under the firebox is a heavy sheet steel plate raised two inches from the floor to allow an air space and prevent injury to wooden floors. With the evaporator is supplied a grate that may be built into a brick fireplace. To protect the sides and bottom of the evaporator from the fierce heat it is necessary to line them with brick. The grate is placed directly in front of the door, thus providing a good draft. The pan is of heavy tinned steel, divided into compartments about a foot apart. The storage tank is placed at the back of the evaporator. When working a faucet is opened into the back division, allowing a small stream of sap to flow in constantly. This sap will boil and run from compartment to compartment, gradually thickening until it reaches the first division, where it is held until the required thickness is reached, and then removed through a special outlet. The principle of this evaporator is that finishing and boiling go on at the same time, and the sap that enters one end comes out syrup at the other. The brick lining holds the heat, thus effecting a saving on fuel. The "Perfect" appears to be an article that might well be handled by hardwaremen, especially in country districts.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

Condulet Talk.—Two leaflets numbered 114 and 115 issued by the Canadian General Electric Co. are called condulet talks. They describe the "J B" and "L L" types of condulets, the former for weather-proof outlining work where electric lights for outdoor advertising purposes are used. The "J B" has a receptacle arranged on angle to shed the water and the interior of this receptacle is accessible at all times. The "LL" condulet makes possible neat open conduit installations. They are finished with all styles of covers, and make a convenient fitting for motor and controller work. The condulet talks began with leaflet No. 100, each one of which contains ideas and suggestions helpful to hardwaremen and others handling electric supplies.

"Galt" Shingles, Sheets and Siding—Catalogue "B-4" issued by The Galt Art Metal Co., Galt, is devoted principally to illustrations and descriptions of the company's steel shingles, tile, metal siding and corrugated sheets. Besides these lines, however, the company make extensively cornices, skylights, fire-proof windows and doors and expanded metal laths. The present is coming to be known as the metal age, so great has become the use of iron and steel. Entire buildings are now constructed of steel—the frame, cornice,

shingles, roof, lath, ceiling, window sashes and door frames are all now made of metal. It renders a structure fireproof, lightning proof; is cheaper than wood; more lasting, lighter and less expensive. Galt shingles are a line suitable for handling by the hardware trade. They can be quickly and easily laid by any man, and when the roof is completed it will be found water-tight, fireproof and durable. A price list, "B-23," accompanies the catalogue.

Motors for Motor Boats—A reminder of the "good old summertime" ahead is furnished by the receipt of a couple of catalogues describing the Hanly marine motors for motor boats, manufactured by The Midland Engine Works Co., Midland, Ont. One of these books is devoted to illustrations and descriptions of the Hanly marine motor and its parts, which is made on the "three port system," without valves, cams or gears, receiving an impulse at every revolution. All the parts of these motors are made of the best quality of material. The second book contains instructions for familiarizing the novice with the general principles and construction of these motors.

SUGGESTIONS FOR CLERKS.

Slipshod methods make slipshod men, and slipshod men make slipshod methods. Hitch your wagon to the system star, and then keep it hitched.

Gimp is backbone, energy, determination. It is what keeps people everlastingly at it. It is what pulls success out of failure. Cultivate gimp.

The clerk who waits on customers with an out-of-the-window look in his eyes is worth about half the pay he's getting. Selling goods takes every bit of a man's attention, and he will fail often enough then.

Read all the store literature that you can get hold of. Methods of doing business are changing every day, and the live man changes with them.

The public has confidence in the man who has confidence in himself. They will soon find out if he lacks it.

If you're not good at resisting temptation, don't go where temptation is.

Don't get in need of money so badly that you would be willing to take it dishonestly.

Keeping up one's courage is to a great extent a matter of habit. Lots of men are chronically down in the mouth just because they have formed the habit. Right beside such men you will find others 50 per cent. worse off and a 100 per cent. more cheerful.

Learn to be a good loser. A reverse of fortune dismays the wise man no more than would a change of the moon.

Include as much outdoor air as possible in your daily routine. Fresh air will make brains as well as brawn. It will increase a man's earning power and give him staying properties.—Frank Farrington.

The Retail Paint Trade

GET THROUGH THE INVENTORY.

Have you taken a thorough inventory of your stock? Have you found out how you stand on the year's trade? If not, do so at once. Do not put off this important task until the lengthening days, and the warmer weather show that spring is at hand, and you are not ready for what should be the greatest harvest you have ever had in the paint way.

Procrastination is the thief of time. There are a hundred things to be planned out if the spring campaign is to be worthy of the name, and it is imperative that for the best results the inventory should be out of the way. Your ordering will be more confident when fortified by the success shown by the stock-taking. You can feel more assurance in adding to the lines carried, and you are ready for the traveler when he calls. Your order for the greater bulk of your goods is placed, and you are practically well assured as to prompt shipment.

"I did not realize that I had made so much profit on my paints." Such a comment on the inventory means a whole lot to the merchant, and the sooner he knows of this profit, therefore, the better it is for his spring campaign. He is more than ever enthusiastic. And it is enthusiasm that wins in the paint business. If the merchant pushes his lines in a perfunctory manner—if he sells simply because there is a demand for paints, then he might just as well shut up his department for all the progress he will make. But let him feel that there is a great field waiting cultivation, let him feel that his preaching of the gospel of paint will bring in an ever increasing number of converts, and success is assured.

Enthusiasm is catching. One enthusiastic believer in the value of paint will soon arouse similar enthusiasm in another, and the paint merchant, as the source of the paint supply, is in the best of positions to start these waves of enthusiasm.

"I sell paints because I believe in painting. I sell paints because I know that they are a necessity, and an insurance of which many people do not recognize the full value. I sell my paints because I know that they are of the best quality obtainable." Surely no merchant could have a better selling creed than this, and it is a creed that is open to every man. No Cheap Jack clatter is necessary in the sale of paint. The eyes of the consumer have simply to be opened not blinded.

Educational work is thus necessary, and that is why it is a good plan to get the inventory out of the way so that the merchant can apply all the time he can spare, and all the enthusiasm begotten of a satisfactory inventory, to his educational campaign. This campaign

Floorglaze

"the finish that endures"

Now comes in M.L. Floorglaze Lacs and Transparent, as well as M.L. Floorglaze Enamel Colors—giving fine hardwood finishes: Oak, Mahogany, Walnut, Natural, etc. Great for interior decoration.

Get sample tins and color cards of the now-complete M.L. Floorglaze line. We can make it a money-raiser for you in your town. Stocks in Toronto (6 Morse Street); Winnipeg (108 Princess Street); and Vancouver (550 Beatty St.)

That addition makes the M.L. Floorglaze line just about as complete as any ever offered you. With a stock of M.L. Floorglaze Lacs (10 shades) and M.L. Floorglaze Solid Colors (17 of these) you can take care of every paint requirement under the sun—and do it with more satisfaction to your customers—and with added profit to yourself, for your paint stock needn't be half as heavy as it may be now.

The Imperial Varnish & Color Co., Ltd.
TORONTO, ONT.

--- SPECIFY ---

"M.R.M."

HORSE SHOES

Dimensions, creasing, punching and finish correct.

Easily fitted.



Large Stocks



"M.R.M."

HORSE SHOES

and your Customers will prove your judgment has been right.



Prompt Shipment



HORSE SHOES

are made in following patterns:

Light Iron	New Light Steel
Medium Iron	Featherweight Steel
Heavy Iron	Countersunk Steel
Snow	Toe Weight Steel

giving the

Hardware Merchant

a complete line of Horse Shoes for the

Blacksmith Trade

Made by

The Montreal Rolling Mills Co.
Montreal

should be no haphazard one. It should be carefully thought out, and started in good time, and kept up with no break in its force. The knocking must be hard and incessant.

The coming spring will see a consuming demand that will surprise the most optimistic merchant, and it is our intention in these columns to help merchants to encourage that demand.

PAINT AND OIL MARKETS

MONTREAL

January 21.—The sensation of the week has been the cut of 2c in linseed oil. This was entirely unexpected as the market had only recently advanced 4c, but the easing off in flaxseed and more particularly the lowering of English quotations caused a cut. With better buying in turpentine, and a strengthening of the primary markets, the local turpentine market has advanced 2c. Ground white lead is firm, while there is a strong tone to varnishes, which under the present advanced figures, generally, is only to be expected.

For this time of the year trade is extremely good, not only in staples, but in liquid paints as well. There is no doubt that the advancing markets, are stimulating buying, as consumers are anticipating higher figures in the near future. Orders are, therefore, being placed earlier than usual.

Turpentine — Turpentine buying is showing more life, and the market is very firm. Quotations have advanced 2c per gal. with indications of still higher figures. We now quote 80c for single barrels.

Linseed Oil—Following an advance of 4c, linseed oil has been cut 2c, owing to the sagging of the English market. A strong reaction is not looked for by crushers. Stocks are not by any means too plentiful, the winter demand being far ahead of normal. Some cautious buyers, however, are looking for a tumble, as in cotton, and are buying sparingly. We now quote 82c for raw and 85c for boiled.

Ground White Lead—Fairly good business is reported. Travelers say that excellent business is maturing. The market is much firmer, and with linseed oil so high and stocks not heavy, stronger figures are likely. We quote, strictly pure, \$5.50 to \$6, according to quality, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal. These prices are for large lots. Small requirements would mean 25c per 100 pounds extra.

Red Lead—There is a fair demand in red lead. The advance last week does not seem to have checked buying, while on the other hand it has not stimulated it. Prospects look good, however. We quote: Genuine red lead in casks, \$4.75; in 100-lb. kegs, \$5.25; less quantities at \$6.25 per 100-lbs.; No. 1 red lead, casks, \$4.25, kegs, \$4.75, and smaller quantities, \$5.75.

Varnishes and Japans—Varnishes and japans are forming a large portion of the specifications received by the manu-

facturers, and the shipments are very satisfactory. Shellacs keep low, but a steadiness is noted in various other gums, and there is no tendency to cut prices in view of the high quotations in linseed oil and turpentine.

White Zinc—No change in quotations is reported. The market is firm in sympathy with other lines, and a fair demand is showing. We quote Dry V.M. Red Seal, 7½; Red Seal 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

TORONTO.

January 20.—As the month progresses the paint situation seems to improve, and the past week's business, though not great enough to boast about is still somewhat better than last week. Indications point to a good year's business for 1910. Booking of linseed oil is very slow, and in this one line it is unlikely that January and February will show up so well as the corresponding months last year. The high price is keeping off buyers until the oil is actually wanted for consumption. Oil shows a decline this week, the only change in the paint field. White lead is very firm. Paris green prices may not be out before April.

Turpentine—In regard to turpentine, the reports from Savannah are that the supplies received at that port so far for the month of January are less than have been for any year but one for the past seven years; and that prices have now reached the highest point for a long time back, but would have been even higher if it had been discovered that there was yet some old turpentine that had been tanked some 2½ years ago pushed on the market. This had the tendency to prevent prices going higher. The local price for single barrels of turpentine is still at 85 cents per gallon, though 84 cents is more like the market price and 83 cents and as low as 81 cents have been quoted during the week.

Linseed Oil—Linseed oil which advanced last week making the selling price for single barrels of raw 84 cents and for boiled, 87 cents, has again declined to 82 cents and 85 cent. The seed market in London is said to be responsible for the decline. The news from that city is to the effect that better prospects for foreign seed have brought about a lowering of English oil prices. There is no talk of dollar oil this week, around Toronto, and hardwaremen and other buyers who have been holding off booking until need compels them to buy

The 1910 Campaign on BRANDRAM-HENDERSON, LIMITED "ENGLISH" PAINT is BIGGER and BETTER

than ever. It includes

General and special newspaper advertising CAL-ENDARS, bearing agents' name, mailed direct to all prospective paint users in their territory.

Personal Letters sent direct to householders, painters, contractors, etc., etc.

Window Trims. 4 different designs---very effective.
Galvanized Iron Signs for

outside, size 2½ x 5½ feet.
Inside Celluloid Hangers, counter cards, etc., etc.

Write us for particulars of the paint with the formalæ on the can.

70% PURE WHITE LEAD

**BRANDRAM'S
B.B. GENUINE**

30% PURE WHITE ZINC

**BRANDRAM-HENDERSON,
LIMITED**

**Montreal
St. John**

**Hallifax
Toronto
Winnipeg**

It Satisfies the Neighbors, too

A paint that looks well and wears well is bound to attract the attention and favorable comments of the man who lives next door—just as the paint that fades, checks and chalks off in a few months is bound to attract his attention and his condemnation as well. *Once on* it stands as a testimonial or as a charge—a recommendation or an accusation. The dealer who sold it is on trial and the neighbors are the judge and the jury.

MARTIN-SENOUR PAINT—100% Pure

satisfies the neighbors—it meets every requirement of a *good paint*—it shows its quality in the can and as it flows from the brush, and months afterward *there it shines*—a testimonial to the honesty and skill of its makers. Trust the man who's going to paint to see to it that he does not get the "peel-off" kind. He's going to ask neighbor Green whose paint he used that peeled off—and then he'll ask neighbor Wise whose paint he used that stood the test of time so well. Moral:—Let the other fellow sell to neighbor Green—you get the Martin-Senour Paints and you can sell to neighbor Wise and all his friends.

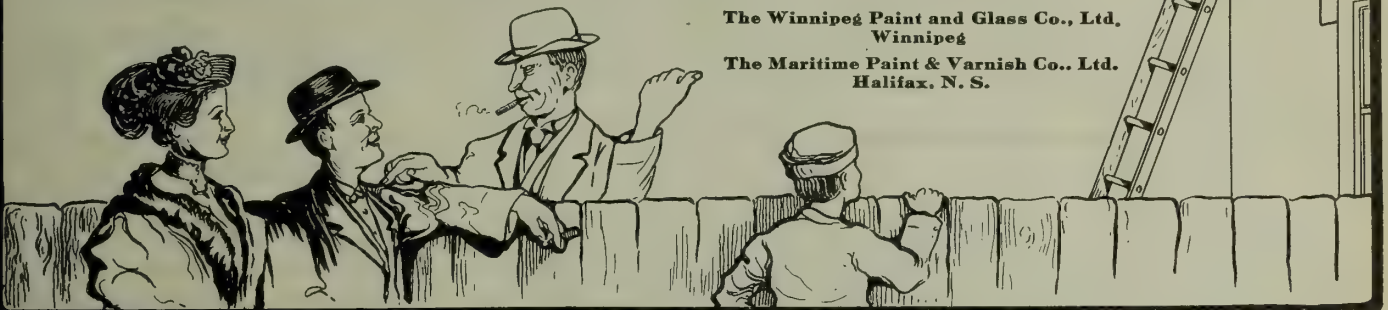
THE MARTIN-SENOUR COMPANY, Limited
MONTREAL

Pioneers of Pure Paint

CHICAGO

The Winnipeg Paint and Glass Co., Ltd.
Winnipeg

The Maritime Paint & Varnish Co., Ltd.
Halifax, N. S.



THE MAN WHO KNOWS THE BEST FINISHES

ELASTICA
FLOOR FINISH

THE ONE PERFECT
FLOOR FINISH



INTERNATIONAL VARNISH CO. LIMITED

TORONTO, CAN.

WE MAKE :

**Architectural
Finishes,
Carriage
Varnishes,
Japans,
Enamels,
Wood Stains,
AND
LACQUERET**

MADE IN CANADA

BRANCH OF THE

Standard Varnish Works
TORONTO

New York

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Brussels

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feel strengthened in the position they take.

Resin—The market for rosin has been in sympathy with turpentine and prices have been held very firm with some further advance for the higher grades of rosin, which have almost come to a figure that would prohibit their being used.

White Lead—The market remains very firm, though no further changes have taken place of late. A second advance has been made in the United States, on both dry lead and lead in oil. With pig lead and linseed oil so high it is rather peculiar that prepared paints have not gone higher than they have. White lead prices continue to range from \$5.75 to \$6.40 for hundred pound lots.

Red Lead—Unchanged. The advance of 25c last week has not altered the conditions. Genuine is \$4.50 in casks and \$5 in kegs. No. 1 is \$4.50 in kegs and \$4 in casks.

Glass and Putty—No new glass figures are issued, though stocks are again low. Buying was fair during the week. Putty, too, sold well, the higher prices quoted last week did not deter business. Standard bulk putty is \$1.85 in casks; \$2.10 in 100-lb. drums; and \$2.25 for bladders in barrels.

Petroleum—Pratt's Astral is 17½c; waterwhite, 15½c; and prime white, 13½c, the same prices as last week. Conditions are unchanged. Sales have been large.

BUGABOO OF PURITY.

There is no natural standard of what paint should consist of, and there certainly is not a natural standard of purity for paint. To talk about purity in paint is arrant nonsense, said Sigmund Zeisler, Chicago, at a recent meeting of paint men.

You can talk about purity in any natural article, or in any article that is composed of one single element; you can talk about pure linseed oil; you can talk about pure oxide of zinc although, as a matter of fact, it is never produced absolutely pure; you can talk about pure gold, about pure silver, or to go into artificial products, you can talk about pure alcohol. But you cannot talk about pure paper, or pure watches, or pure pianos, or pure paint.

Paint is necessarily a mixture and what is to go into paint simply depends upon what will accomplish the purpose of paint.

What is the purpose of paint? To protect a surface against the deleterious and harmful influence of physical contact, of weather conditions, of gases in the atmosphere, and against other destructive influences that may attack it. And the second purpose is to beautify. What will accomplish these purposes and what will do so, not for one day or for half a year, but for the longest possible time, that is the best paint.

In other words the most efficient paint is the best paint. It doesn't make a particle of difference whether it is pure or

impure; the only question is, is it efficient?

A STEPPING STONE TO SUCCESS.

By Tom. L. Johnston.

There are plenty of good mechanics who are plugging away in small shops for low wages, who could hold good jobs in large shops at good wages, but they do not know what is going on outside of their own little sphere. There are trade journals pertaining to almost every business, and if these mechanics would take them and study them they would keep abreast of the times and get out of the rut they are liable to be in all their lives. Some of them turn out good work, considering the material they have to work with, but it is always the same old style, and if they were put in a first-class shop with every labor-saving device at hand they would not know where they were at.

I know of one young printer who was working in small shops for nine and ten dollars a week, but who was wide-awake and studied every journal relating to his trade he could get his hands on, and is now holding a permanent position at twenty-five dollars a week.

There is more to be learned from a trade journal than one thinks, until they begin to take an interest in it and then they would not be without it.

I once heard a grocer say he would feel like a preacher without a Bible if he did not get his trade journal, so it is quite evident a man in any line of business can profit by taking some journal devoted to his trade.

KITCHEN GOODS SALE.

The few weeks following the Christmas holidays used to be dead ones in retail hardware circles but many dealers have discovered that trade can be developed if intelligently gone after. The farmers are turning stock and grain into ready cash and a sale of kitchen utensils ought to encourage many of them to buy at this season. Then the town housewife can always be tempted to add to her stock of enamelware and cooking dishes. If a special sale of this kind is decided upon it would be well to specify the exact number of articles of each kind which are to be sold at a special price. Thus if a merchant has two dozen bread boxes for sale, one dozen might be advertised for sale. The limited number will encourage a demand and the dealer, by being honest in his advertising, giving his reason for desiring to reduce his stock, will gain, rather than lose prestige as a result of a special sale.

In connection with a sale of this kind a "clean-out sale" of second hand stoves ought to bring results. If a merchant has half a dozen or more such stoves in stock they should be fitted up and disposed of before another season arrives.



PAINT FOR BRIDGES.
PAINT FOR HOUSES.
PAINT FOR VESSELS.
PAINT FOR DIPPING.
PAINT FOR FLOORS.
PAINT FOR WAGONS.
PAINT FOR BRICKS.
PAINT FOR BOX-CARS.
PAINT FOR COACHES.
PAINT FOR STATIONS.

JAPANS FOR BAKING.
JAPANS FOR PAINTING.
JAPANS FOR DRYING.
JAPANS FOR JAPANNERS.

VARNISH FOR IMPLEMENTS.
VARNISH FOR CARRIAGES.
VARNISH FOR FLOORS.
VARNISH FOR OILCLOTHS.
VARNISH FOR PIANOS.
VARNISH FOR PAINTERS.
VARNISH FOR BOATS.
VARNISH FOR FURNITURE.
VARNISH FOR STOVE PIPES.
VARNISH FOR ENGINES.



PAINT

A NEW CATALOGUE

Every hardware dealer and paint dealer should see a copy of

RAMSAY'S CATALOGUE

just issued for 1910. It is the handsomest catalogue in the paint trade, showing in lithographed colors the wide range of Paints and Varnishes manufactured by A. Ramsay & Son Co. and a further complete list illustrated of

**Brushes
Paper Hangers' Tools
Graining Tools
Glass Cutters
Paint Burners
Knives and Scrapers
Diamonds
Gold Paints**

and information about

**Glass
Oils
Sponges
Glues**

and everything required in the Painter's line. Any dealer who has not already received a catalogue can have one on request.

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842

GLASS IMPORTERS

**Are You
Looking
for**



**An
Honest
Paint?**

gives the user every satisfaction, and is a pleasure to handle. It covers more surface, lasts longer, and holds its color better than any other prepared paint. The margin of profit, moreover, is specially good. Write for our prices.

**Standard Paint & Varnish Works Company, Limited
Windsor, Ontario**



PAGE WHITE FENCES

Page Fences wear Best—Styles for Lawns, Parks, Farms and Railroads. 14,000 miles of Page Fences and 73,000 Page Gates now in use in Canada. Our 1910 Fences are better than ever. Page Gates for 1910 have Galvanized Frames. Get our latest prices and booklet.

THE PAGE WIRE FENCE CO., LIMITED

Largest fence and gate manufacturers in Canada

WALKERVILLE TORONTO MONTREAL ST. JOHN WINNIPEG VICTORIA

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The "INFALLIBLE" GLAZIER'S DIAMOND

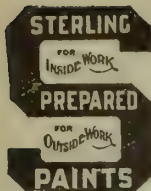
Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

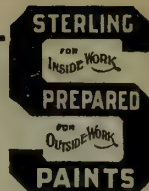
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

**Tell Them You Saw it in Hardware and Metal.
The Advertiser Will Appreciate It.**



45% Profit on Paint

SERVICE AND SATISFACTION GUARANTEED FIVE YEARS

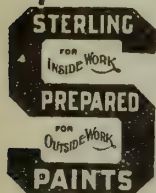


If you're not making over 45% profit on the paint you sell, just drop us a line. Let us **show** you how you can make more money, while at the same time giving your customers a paint that is **definitely guaranteed** as to satisfaction and service for **five years**. And we will provide you with an advertising proposition that will bring customers to your store.



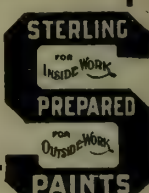
Consider the force of a five year **guarantee** when you're talking paint to **your** customers. Consider how much easier it is for Sterling Agents to sell paint backed by such a definite guarantee. Let us mail you a fac-simile of the guarantee that goes on every can of Sterling paint.

A postal from you will bring full particulars of our 1910 proposition.



Canadian Oil Companies, Ltd. (Paint Dept.) Toronto, Ont.

Distributing Depots in All Trade Centres



MURESCO

THE BEST WALL FINISH

In the Line of Wall Finishes

Nothing you can handle will give such complete satisfaction or bring you in such good profit as

"MURESCO"

It produces that subdued, velvety appearance which is so much admired, and is guaranteed not to peel, crack or rub off. It is, moreover, most economical in use.

Are you stocking this splendid seller?

Write for details, prices and colour card.

Benjamin Moore & Co., Limited
WEST TORONTO

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THE DOUGALL VARNISH CO.

LIMITED

SUCCESSORS TO
M^C CASKILL DOUGALL & CO.



MANUFACTURERS OF

HIGH GRADE VARNISHES

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CANADIAN MAKERS OF THE

MURPHY VARNISH COMPANY'S VARNISHES

MONTREAL

CANADA

"CANADIAN MONARCH" FENCE

Our "MONARCH" is a staple lock fence of the latest and most approved type. The strands have but a very slight kink at the lock, therefore are as strong at the lock as at any other point.

The locks, strands and stays are made of number nine wire and all the wire used is Hard Drawn Steel, thoroughly galvanized.

If you want an agency for this, also our "SAFE-LOCK" fence, which is a wrapped stay, either number nine or number twelve, write us for prices, and get our wholesale list of fences and gates with discounts.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.
BRANDON.

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Are you
handling
our fine
line of
tea and
coffee
urns?

They are leaders in
their line.

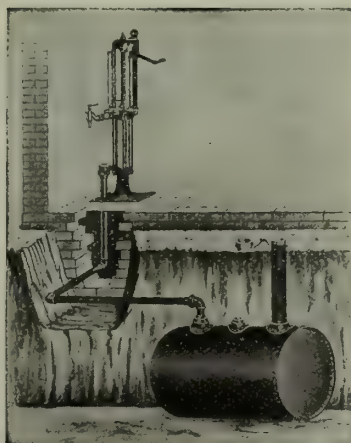
Look for the
Buffalo trademark.

Get Our Catalogue
and Prices.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:

H. F. McINTOSH & CO., 28 Toronto St., Toronto



WILL IT PAY?

This is the first question that is asked by any merchant when considering the purchase of modern store fixtures. The fundamental question is one of

Economy

A device is economical if

It adds cleanliness,
It is a convenience,
It makes labor lighter,
It makes labor more efficient.
It reduces the labor item,

It saves time,
It adds safety,
It adds neatness,
It helps the appearance

It Saves Money

Considered from these standpoints the

BOWSER Self-Measuring
Oil System is the
Greatest Economy.

The question is not "Can I afford it?" because it will pay for itself with money that was before wasted. It's simply up to you to investigate. The merchant who tries to see how much he can really get by adopting modern methods is the one who pulls the largest trade.

Write for Bulletin 15

S. F. Bowser & Co., Limited
TORONTO, ONTARIO

Competition Is Keen

in the hardware trade, and the wise retailer embraces every opportunity of increasing his profit. Here's a chance!

SELL STRUCTURAL STEEL.

The builders and contractors are probably on your books already. Get after them! Handling our Steel is "well worth while!" We will help you all we can and quote you close prices. Write for particulars.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY



COIL, RAIL RAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

Write for prices

EVERYTHING IN WELDED CHAIN.

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Stop the Leaks



The Standard Union now in use can be re-washed and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

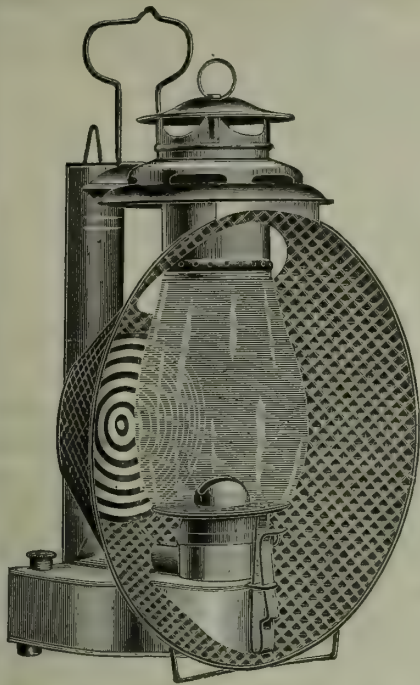
144 William Street, Montreal

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



No. 20 "Banner" Cold Blast Searchlight Lantern



Quality and Variety

SCIENTIFIC CONSTRUCTION

PROTECTION FROM FIRE

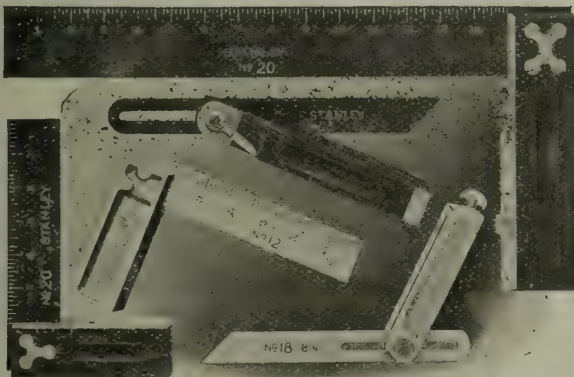
HIGHEST EFFICIENCY

RIGHT PRICES

"47" Varieties

You Know OUR Goods. Get Your Orders in and Save Money. Prices May Advance

Ontario Lantern & Lamp Co., Limited
Hamilton Ontario



STANLEY TOOLS

Among the tools we manufacture are

TRY SQUARES AND BEVELS

No effort is spared in their construction, and the material from which they are made is the very best that can be procured. Every tool before leaving our factory is subject to the most rigid inspection. We are thus enabled to guarantee absolutely every tool shipped—both as regards workmanship and material. Our catalogue contains full description of these and other styles.

We are now prepared to ship from our CANADIAN WORKS all sizes of "BAILEY" Bench and Block Planes, also Bit Braces, Spoke Shaves and Pocket Levels. As fast as practicable, we expect to increase the output of this plant to include other tools shown in our catalogue. Address all communications to



STANLEY
RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



AWARD OF THE ELLIOT CRESSON GOLD MEDAL given by the Franklin Institute for Superiority Over All Other Files Tested



TO THE DREADNOUGHT PATENT MILLING FILE

For the most meritorious invention of the age: On cast iron 29 commercial files were tested and the best removed 20.6 inches. A Dreadnought removed 143.75 inches. Four were tested. High carbon Steel, the best commercial file, removed 6.4 cubic inches. The Dreadnought removed 25.8 cubic inches.

DOES THIS MEAN ANYTHING TO YOU: The Dreadnought files are made with backs and handles also with tang in fine cut for Mill and Saw Work. Horse-shoeing tools in plain and tanged. If the goods are wrong you get your money back.

Manufactured by

The J. H. Hanson Tilley Co., Ltd., 422-424 St. Paul St., MONTREAL, P.Q.

AGENTS: Vancouver, B.C.—Flock & Thompson. Winnipeg, Man.—Bissett & Loucks, Limited. Hamilton, Ont.—Frank Radigan. St. John, N.B.—The Jas. Robertson & Co. Halifax, N.S.—Austen Bros. St. John's, Newfd.—Angel Engineering & Supply Co., Limited

MANUFACTURERS OF
★ **STAR BRAND** ★

Iron and Steel
BLOCKS for
Wire or Manila
Rope.
Heavy Wood
BLOCKS for all
kinds of work:
special

Star Chain
HOISTS.
Sewer PUMPS.
On sale by all
leading dealers.
Send for
Catalogue H.M.

Blocks **Chain Hoists**

— **DIAPHRAGM PUMPS** —

Boston and Lockport Block Co.
116 Condor Street, East Boston, Mass.

STEP LADDERS
4 TO 12 FEET

Clear Norway Pine legs, hardwood steps,
malleable iron clamp so that top step
cannot come off. No strings or braces
required. Also

**FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS**

**OTTERVILLE MANUFACTURING
COMPANY, LIMITED**
OTTERVILLE - - - ONT.

**Lion
Brand** **Purity
Strength**

BABBITS FOR ALL MACHINERY PURPOSES

LION METAL STANDS UP UNDER HIGH SPEED AND PRESSURE
A Babbitt That Gives Satisfaction and Secures Repeat Orders. Write for Price and Discount
THE LION METAL CO., ST. PAUL, MONTREAL

**Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts**

Uniform Product, Accurately Machined

**CANADA FOUNDRY COMPANY
LIMITED**

MONTREAL **HEAD OFFICES** **WINNIPEG**
HALIFAX **TORONTO** **VANCOUVER**
OTTAWA **CANADA** **ROSSLAND**

BLACK JACK
QUICK, CLEAN, HANDY

TRY IT. **SOLD BY ALL
JOBBER**

**BLACK JACK
PASTE
STOVE POLISH**

3-lb. tins—3 doz. in case.

**Ford's
Auger Bit**

is an all round Bit, boring smoothly, and well
suited to the finest work. For many difficult
jobs it is the only tool that can be used. Give it
a trial, and afterwards you will sell only one line
of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

A Strong Selling Point

**TRADE
B&C
MARK**

This combination Nut and Pipe Wrench has a
very strong selling point—Double Efficiency.
Its handiness and strength at once appeal to the good mechanic; it
saves him time and trouble. You can sell a lot of these wrenches—
Make a start by writing to-day for our catalog.

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

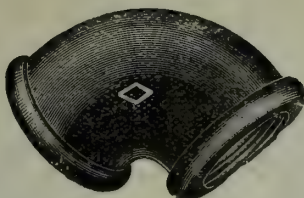
**JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED**

AVOID IMITATIONS OF OUR
Cutlery
BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE

REGISTERED TRADE MARK
* *
GRANTED 1882

Sole Agents for Canada
James Hutton & Company
Montreal

**THREAD,
FIT
and
FINISH**
are perfect in



**WATCH FOR
THE
DIAMOND
—
WHOLESALE
ONLY**

DIAMOND BRAND FITTINGS

**THE OSHAWA STEAM AND GAS
FITTINGS CO., Limited**

OSHAWA, - - - CANADA

Jessop's Steel

To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.

CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.

144 William Street, Montreal, Que.

NEPTUNE UNRIVALLED PATENT STEEL WIRE

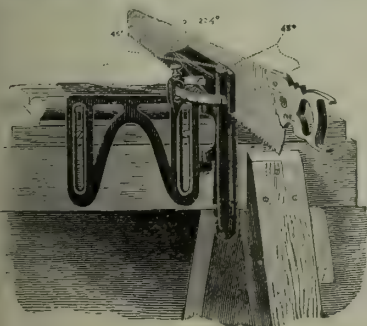
is the Strongest, Most Elastic and Most Economical Wire on the market. The 12½g. and 14g. will save you over 60 per cent. as against Nos. 8 and 10 gauges ordinary wire. Does not sag in summer nor snap in winter.

	Breaking Strain	Length per 100 lbs.
"NEPTUNE UNRIVALLED," 12½g.	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g.	1125 lbs.	471 yds.
"NEPTUNE UNRIVALLED," 14g.	730 lbs.	2000 yds.
Ordinary Galvanized Wire, 10g.	720 lbs.	729 yds.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft
Carlswerk, M. E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

MITER BOX—IMPROVED "SEAVEY"



Can be used on scaffold or
ladder as well as on bench.
Lightest, Latest, Simplest
and Most Accurate.

No special Saw required.
Can be folded and carried
in tool chest.

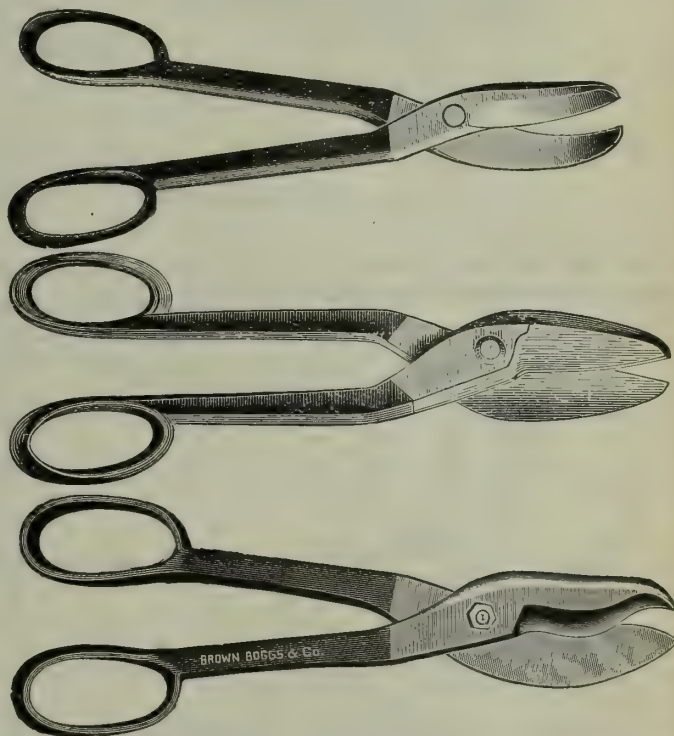
Will cut any width of Miter
Makes perfect Joint.
Weights only two pounds.

If your jobber cannot supply
you, write us for illustration
and prices.

SMITH HARDWARE CO., Ltd., Montreal, Can.

SNIPS

B. B. & Co. Snips are
**Drop Forged
Steel Faced
Carefully Tempered
Nicely Finished
Better Made
Guaranteed**



Straight, Circular, Combination, Corrugated

Everywhere always ask
for B. B. & Co. Snips

**See that your dealer carries
Canadian Made Goods**

The Brown, Boggs Co.

Limited

Hamilton, Canada

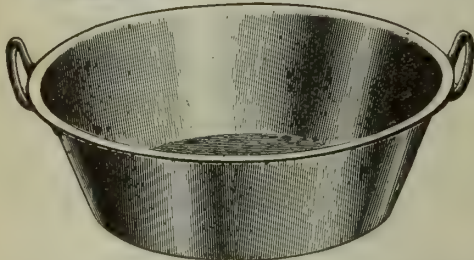
THE "ANTI-RUST" LINE



THE "ANTI-RUST"
KITCHEN DIPPER

INDESTRUCTIBLE—Made of X X X X double coated tin plate, guaranteed not to rust.

SANITARY—No chipping or scaling of the surface coating, which continually occurs in even the best enamelled wares.



THE "ANTI-RUST" DISH PAN—14, 17 and 21 quarts.
Extra Heavy Malleable Handles.

Manufactured by

E. T. WRIGHT & CO.

HAMILTON, CANADA

Winnipeg Agents—Merrick-Anderson & Co., Winnipeg, Man.

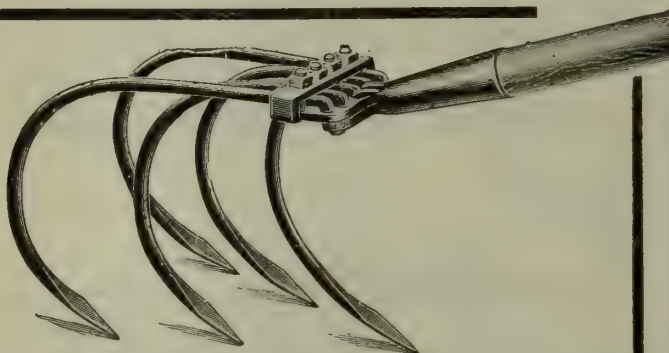
WRITE
FOR
PRICES



THE
"ANTI-RUST"
DAIRY
PAIL
Nos. 14 and
16. Heavy
Malleable
Ears.



THE "ANTI-RUST" WASH BOILER—Nos. 8 and 9. "Easy-Grip" Handles, Pieced Cover, Heavy Copper Pit or Flat Bottom, or Heavy Tinned Iron Flat Bottom.



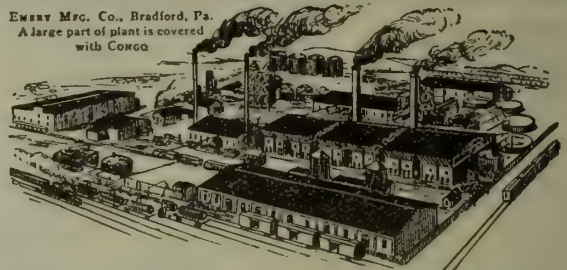
The "BUCO" Hand Garden Cultivator

Handle 4½ Feet Long.

The "Buco" is undoubtedly the best and most popular garden tool of the age. It's a money-maker for the dealer because it's a money-maker for the user. The work it does is unique and it's of unique quality and workmanship. The Prongs—the vital parts—are high-grade spring steel, OIL TEMPERED and TESTED. They can be easily adjusted to make a different width of tool by simply moving top plate backward or forward. Socket and plate are malleable. Handle, best ash. Finish is attractive, in green and gold, with silvered points. The demand for the tool is growing rapidly. Order stock from your jobber early to ensure delivery.

BAILEY-UNDERWOOD CO., Limited
New Glasgow, N.S.

EWART MFG. CO., BRADFORD, PA.
A large part of plant is covered
with CONGO



CONGO NEVER LEAK ROOFING

THE GUARANTEED ROOFING

One of the most attractive features about Congo is that you get a genuine Surety Bond with EVERY ROLL. This Bond is issued by the National Surety Company. EVERY roll of 3-ply Congo is guaranteed for a period of TEN YEARS if printed directions are followed.

Thus the buyer is protected for a long time by the strongest guarantee ever issued, backed by a Surety Company whose bond is as good as the Government's.

That Congo is made of the right stuff durable and lasting, is attested to by the fact that the Surety Company was willing to back it, and for so long a period.

Congo is really a better purchase than ever before.

In addition to the Surety Bond, we furnish with every roll GALVANIZED CAPS, instead of the tin caps or nails supplied by others. The galvanized caps can't rust or bend or break. Liquid cement is also furnished free.

We mean to get the roofing trade of the country and think these SPECIAL FEATURES will come pretty near landing it.

Send to-day for free Sample of Congo and a copy of the Guarantee Bond.

UNITED ROOFING AND MANUFACTURING CO.
PHILADELPHIA, PA.

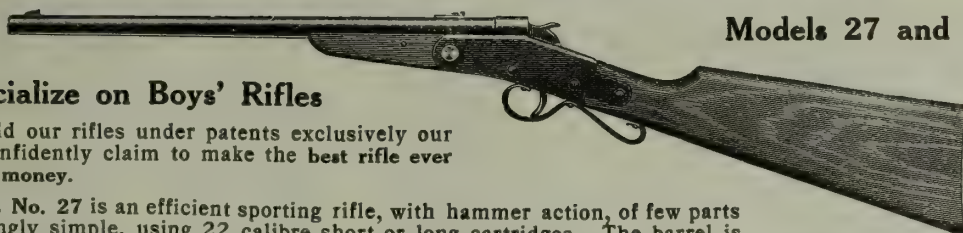
Successor to BUCHANAN-FOSTER CO.

Starke-Seybold Co., Limited, Montreal; Mechanics Supply Co., Quebec; S. Hayward Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.

Quick
Sellers

HAMILTON (22 Calibre) RIFLES

Money
Makers



Models 27 and 027

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the best rifle ever built for the money.

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. Price \$2.00.

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. Price \$2.25.

Other models are Nos. 15 at \$2.00, 19 at \$2.50 and 23 at \$3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. Write for catalogue and net trade prices.

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.



Henry Boker's "Arrow" Brand Quality



Lineman's Pliers and Other Tools

INSIST ON GETTING AND HANDLING BOKER'S AND YOU WILL SURELY BE SATISFIED

For Sale by all Leading Wholesale Hardware Houses



McKINNON ELECTRIC WELDED COW TIES

Short, smooth links, making a flexible chain that can not injure the hide of the animal. Strongest chain made.

A full line of Chain for the
Hardware Trade.

McKINNON CHAIN CO.

BUFFALO, N.Y.

ST. CATHARINES, ONT.



PLYMOUTH CORDAGE CO.

PLYMUOTH

WELLAND

Use "PLYMOUTH" (Ship Brand) Lath yarns; they will save you money and increase your satisfaction.

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?



INDEPENDENT CORDAGE CO., LTD.

Stocks at

TORONTO
MONTREAL
HALIFAX

ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO



Note the 8 Large Links
For
Adjustment

Each Tie Adaptable
For Bull, Cow
or Calf

THE STANDARD CANADIAN COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS,
ONTARIO.

When the **BEST** costs no more,
Can **YOU** afford to give your Customers
an inferior Cow Tie?

Compare the "NIAGARA" Cow
tie with others. It is 10 to
20% stronger, it has **EIGHT**
ADJUSTMENT LINKS —
others have four — making
it unnecessary for the dealer
to carry so many sizes.

EVERY
LINK

formed on the
principle of the

SQUARE KNOT

making the

STRONGEST

CHAIN

EVER

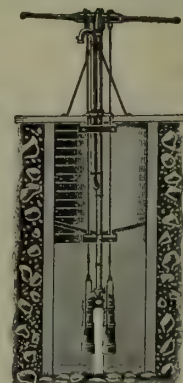
PRODUCED

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.

WHAT WE CLAIM FOR

The AYLMER DOUBLE CYLINDER DOUBLE ACTING FORCE PUMP

This is the only
Pump manufac-
tured that has no
leather suckers
and requires
no packing or
packed joints of
any kind.



Easy Working
Always Primed
Never Freezes
In case of fire
this pump has no
equal.

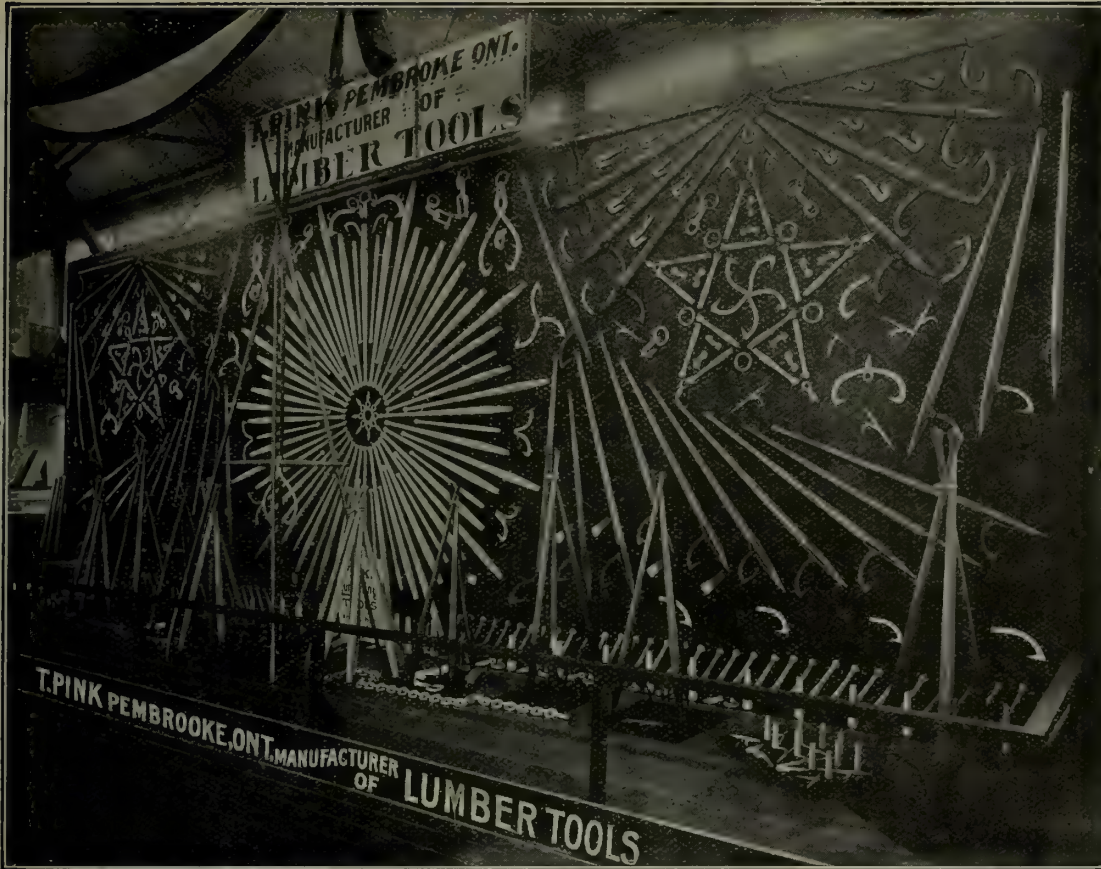
THIS CUT represents our Pump, as shown in the well. This with three-way cock and side pipe for conveying water to barn or wherever needed, will force the water any distance, and to any elevation required with ease.

Manufactured only by

AYLMER PULP AND SCALE CO., Limited
AYLMER, ONTARIO

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable

Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

≡≡≡ No. 71 ≡≡≡

TRADE



MARK

Is just off the Press.

It lists our complete line and if you
have not received a copy write for one to-day.

TRADE



MARK

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.



Buy the Best.

HERCULES

Sash Cord

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.



SEYMOUR SHEARS

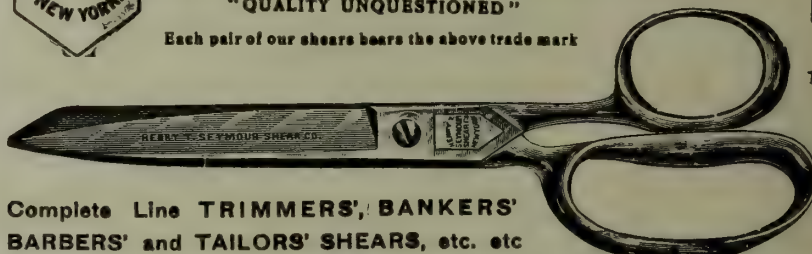
have been the Standard for over seventy year

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK



Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Latest catalogue will be sent in exchange for your business card.

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS' SCISSORS,
TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

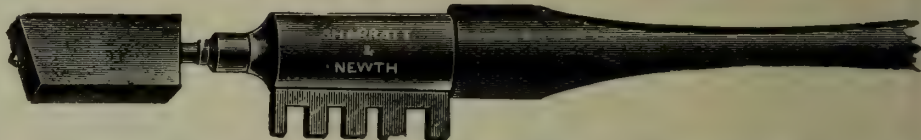
R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

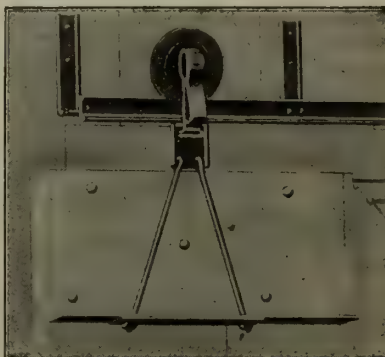
are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.
Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

A CHANCE FOR LIVE AGENTS

— TO SELL —



Wonder Barn Door Hangers, Channel Steel Track and Low-Down-
... High Store Ladders ...

This hanger is stronger and more serviceable than any other. The door closes tightly into jamb same as a hinge door. Excludes water. Won't split or rot. A splendid line of goods to handle.

WRITE FOR DETAILS.

S. B. MARTIN

DALTON, O.

U.S.A.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply

Dominion Brand Tarred Felt

Good Luck Tarred and Dry Fibre

Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

THE LAIDLAW BALE-TIE CO.,

Hamilton,

MANUFACTURERS OF

ONTARIO

Steel Wire Bale-Ties—of Single Loop and Crosshead Pattern.

Wire Barrel Hoops—for all Slack Barrels.

Wire Nails—Standard and Miscellaneous sizes.

Bright and Annealed Wire—in Coil or Straightened and cut to Lengths.

Best **OILED AND ANNEALED WIRE** on the market.

LOWEST CURRENT PRICES

HIGHEST QUALITY OF MATERIAL

CANADIAN PACIFIC

WESTERN EXCURSIONS

Single Fare

Plus \$2.00 for the
Round Trip

From all stations in Ontario, Port
Arthur and West, Manitoba, Saskat-
chewan and Alberta, to

**VANCOUVER
VICTORIA and
WESTMINSTER**

Also to OKANAGAN VALLEY and
KOOTENAY POINTS

Tickets on sale December 16, 17, 18,
1909; January 21, 22, 23 and 24; Feb-
ruary 15, 16, 17, 1910; good to return
within three months.

PEERLESS

The Fence that saves Expense

for the farmer
—because it never needs
attention or repairs—once erected.
And simply because it pleases farmers
so well—it is far the best fence for you
to sell. You do not want to sell fence
that will make the buyer come back to
you with a complaint. Peerless Fence is
so good and is so satisfactory that cus-
tomers come back — for other goods.
That's the secret of success, Mr. Dealer,
Selling goods that create more trade and
good will. Peerless Fencing does it.
We have a special proposition that will
interest you. Write for it now.

The Banwell-Hoxie Wire Fence Co., Ltd.

Dept. J. Hamilton, Ont.

Winnipeg, Man.

STRONGER

Than Stock-Weather and Wear



CONTRACT for
Island City
Dry Colors
for your 1910 requirements

We will carry the **stock** and will make **shipments**, in **quantities** as required, **promptly**. The **excellent** quality and prices we have to offer **you** are **interesting**.

Write to-day for samples and prices.

P. D. DODS & CO.
 Limited
 MONTREAL

The "Galt" Shingle



Two Nailing-Flanges
Water-tight Locks
Handsome Design Right Price

Make up
your mind now

If you are going to sell metal shingles in 1910, right now is the time to get started. Farmers building in the Spring will place their orders during January and February. At least all of the "easy marks"—the profitable ones will. Some of the "hard shells" will hold off till the building season opens, but most of the good business will be placed during the next two months. If you want to get your share of the lucre, you should get in touch with us at once. See that you have a complete outfit of samples, catalogs, advertising literature, etc. Send us your prospects' names and we will write them referring them to you and send them our Booklet "GALT SHINGLES." Make up your mind now and drop us a line to-day.

The Galt Art Metal Co.
 Galt, Ontario Limited
 Winnipeg—Dunn Bros.



Fig. 113

Now it won't be long until everybody is on the jump for goods.

McDougall Pumps will again be the feature of many anxious buyers. We will do our best for you, but please help us out with early specifications.

You know the quality, and if you are willing to allow us a reasonable price, nothing can keep us apart.

Catalogue and prices on application.

The R. McDUGALL CO.

Galt, Canada

LIMITED

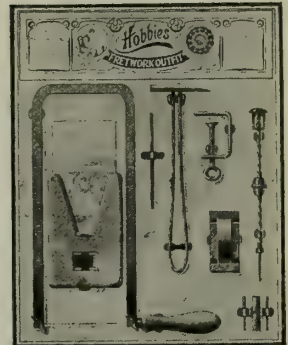
COLONIAL PREFERENCE

Amateurs in the Old Country and in every Colony prefer Hobbies Tools and Fretwork Accessories to all others.

THE JIG-SAW CRAZE has boomed Fretwork everywhere, the season is now in full swing and bids fair to be a record one.

**YOU HAVE AN
INTEREST IN
PUSHING THIS
TRADE.**

Your Window will be
a Great Attraction
when Dressed with
Hobbies Goods.



HOBBIES CARDED OUTFITS
ARE SPLENDID SELLERS

**This Will Always
Attract Attention**

Write next mail for Catalogue and Trade
Terms. Profits assured.



HOBBIES, LIMITED, DEREHAM, ENG.

Rest Assured

there will be no question at all of inferior quality, if you will insist on being supplied by your jobber with our

**WIRE BRIGHT, COPPERED
or TINNED**

All our products bear the Hall Mark of best workmanship and material. For forty years our goods have been recognized as of standard class. We also make:—Machine and Wood Screws, Stove and Tire Bolts, Bright Wire Goods, Rivets in Iron, Copper and Brass, Fence Staples, Wire Nails, Tacks.



CANADA SCREW COMPANY, Ltd.

TORONTO

HAMILTON

MONTREAL

THE SUCCESSFUL DEALER gives the best value to the CONSUMER for HIS MONEY.

He should be able to advise his customers as to the material suited to their requirements under local conditions.

When he can save dollars for them and GIVE SATISFACTION at the same time HE holds his customer FAST by increasing his buying power; thus each party profits by it.

OUR BRANDS are all satisfactory.

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING 2 and 3 ply
We also make a fine variety of wrapping papers.



ALEX. McARTHUR & CO., Limited
82 McGill Street
MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb. 0 08 1/2 0 08

BABBIT ETAL

Canada Metal Company—Imperial, genuine 40c; Imperial Tough, 40c; White Brass, 35c. Metallic, 35c; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c; Star Frictionless 10c; Aluminum, 9c; No. 4; 8c, per lb.

James Robertson Co.—Extra Monarch, 60c; Monarch, genuine, 50c; Monarch Crown, 40c; Swastika babbitt metal, 25c; King, 22c; Fleur-de-lis, anti-friction, 20c; Thurber, 15c; Philadelphia, 12c; Canadian 10c, per lb.

Geo. Langwell & Son, Montreal—Extra, 12c, per lb.; No. 1, 10c; 2, 8c; 3, 7c; Langwell's special anti-friction metal, 15c, per lb.

Lion Metal Co., Montreal—Lion Extra, 60c; Genuine, 50c; Crown, 40c; Antifriction, 30c; Special, 25c; "A," 20c; "B," 15c; "C," 12c; Mag Metal, 10c; No. 1, 10c; No. 2, 8c; No. 3, 6c, per lb.

BOILER PLATES AND TUBES

Montreal Toronto

Plates, 1/2 to 1 inch, per 100 lb. 2 20 2 20

Heads, per 100 lb. 2 45 2 45

Tank plates 3/16 inch, 2 30 2 40

Tubes, per 100 feet, 1/2 inch, 8 50 9 00

" 3/4 " 8 25 8 50

" 1 " 10 50 10 00

" 1 1/2 " 12 00 12 10

" 2 " 15 00 15 30

" 3 " 19 25 19 45

BRASS

Spring sheets, up to 20 gauge, 0 23

Rods, base 1/2 to 1 inch, round, 0 22

Tubing, seamless base, per lb., 0 26

Tubing, iron pipe size, 1 inch base, 0 24

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.

Standard Compression work, 65 p.c.

High grade compression work, 60 p.c.

Cushion work, 55 per cent.

Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2

basin cocks, 70 p.c.

Flatway stop and stop and waste cocks, 65

p.c.; roundway, 60 p.c.

J.M.T. Globe, Angle and Check Valves, 55

p.c.; Standard, 65 p.c.

J.M.T. Radiator Valves, 60; Standard, 65;

patent quick-opening valves, 70 and 10 p.c.

Kerr extra, standard, globes, angles and

checks, 60 p.c.

Kerr Jenkins' disc, standard valves, 62 1/2 p.c.

Kerr copper alloy disc standard globe, angle

and check valves, 62 1/2 p.c.

Kerr standard radiator disc valves, 65 and 10

p.c.; Jenkins disc and quick opening hot

water radiator valves, 75 p.c.

Kerr Weber I.B.M. straightway and water

gate valves, screwed and flanged, 62 1/2

and 10 p.c.

Kerr N.P. Union Elbows, 75 p.c.

Kerr "Radium" valve discs, 45 p.c.

Jenkins' Valves—Quotations on application

to Jenkins' Bros., Montreal.

COPPER

Per 100 lb.

Casting ingot, 14 75 14 50

Cut lengths, round bars, 1/2 to 2 in., 21 00

Plain sheets, 14 oz., 23 00

Plain, 16 oz., 14x48 and 14x60, 22 00

Tinned copper sheet, base, 24 00

Planished base, 28 00

Braziers', in sheets, 4x8 base, 20 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62 1/2 p.c.

IRON AND STEEL

Montreal Toronto.

Canadian foundry, No. 2, 22 00

Middleboro, No. 3 pig iron, 19 00 21 00

Summerlee, No. 2, 20 50 23 50

Carron, special, 20 50

Carron, soft, 20 25

Cleveland, No. 1, 19 75 21 75

Clarence, No. 3, 19 50 21 50

Jarrow, 21 75

Glengarnock, 23 50

Radnor, charcoal iron, 32 00 32 50

Daseonto charcoal iron, 24 00 24 00

Ayresome, No. 3, 20 00

Ferro Nickel pig iron (Soo), 25 00

Steel billets, Bessemer or open hearth, 27 50

f.o.b. Pittsburgh.

Angles, base 2 60 2 60

Common bar, per 100 lb., 1 85 2 00

Forged iron, 2 00 2 10

Refined, 2 10 2 25

Horsehoe iron, 2 10 2 25

Band iron, No. 10 gauge base 2 15 2 30

Mild steel, 1 85 2 10

Sleigh shoe steel, 1 85 2 10

Iron finish machinery steel

(domestic), 1 90 2 10

Iron finish steel (foreign), 2 25 2 25

Reeled machinery steel, 2 25 3 00

Fire steel, 1 90 2 10

Sheet cast steel, 0 15 0 15

Toe calk steel, 2 35 2 50

Mining cast steel, 0 07 0 08

High speed, 0 60 0 60

Capital tool steel, 0 50

Cammell Laird, 0 18

Black Diamond tool steel, 0 08 0 08

Corona tool steel, 0 08 1/2 0 09

Silver tool steel, 0 12 1/2 0 13

COLD ROLLED SHAFTING

9-16 to 11-16 inch, 0 06

1 to 17-16, 0 05 1/2

17-16 to 3, 0 05

Montreal, 25 and 2, Toronto, 30,

BLACK SHEETS

Montreal Toronto

10 gauge, 2 30 2 50

12, 2 30 2 55

14, 2 20 2 35

16, 2 20 2 45

18, 2 20 2 45

20, 2 20 2 45

22, 2 25 2 55

24, 2 25 2 55

26, 2 35 2 65

28, 2 40 2 80

CANADA PLATES

Ordinary, 52 sheets, 2 40 2 60

All bright, 52 sheets, 3 50 3 60

Galvanized—Apollo D. Crown Ordinary

18x24x32, 4 45 4 45

60, 4 70 4 70

20x28x30, 8 90 8 90

28, 9 40 9 40

28, 9 40 9 40

28, 9 40 9 40

28, 9 40 9 40

28, 9 40 9 40

28, 9 40 9 40

28, 9 40 9 40

28, 9 40 9 40

28, 9 40 9 40

28, 9 40 9 40

28, 9 40 9 40

28, 9 40 9 40

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions 65; malleable to 1/2 in. s, 65; nipples, 75 and 10; malleable, flanged unions 65.

ROIL PIPE AND FITTINGS

Medium and Extra heavy pipe up to 6 inch, 70; 7 and 8 in. pipe, 40 p.c. Light pipe, 60 p.c.; fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95. Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.52.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent. Furnaces—45 per cent. Registers—70 per cent. Hot Water Boilers—50 and 10 per cent. Hot Water Radiators—50 and 10 per cent. Steam Radiators—50 10 and 2 1/2 per cent. Wall Radiators—50 and 10 p.c. Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11 1/2
Light copper bottoms	0 10	0 10 1/2
Heavy red brass	0 10	0 10 1/2
" yellow brass	0 08	0 08 1/2
Light brass	0 04	0 04 1/2
Teal lead	0 02	0 02 1/2
Heavy lead	0 02	0 03
Scrap zinc	0 03	0 03 1/2
No. 1 wrought iron	12 00	11 00
Machinery cast scrap, No. 1	14 00	15 00
Stove plate	12 00	13 00
Malleable	9 00	08 00
Miscellaneous steel	7 00	6 00
Old rubbers	0 08 1/2	0 09

LEAD

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 75	3 70
Imported pig, per 100 lb.	3 75	3 85
Bar pig, per 100 lb.	4 15	4 25
Sheets, 2 1/2 lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. ft.	4 75	4 75
Cut sheets 1/4 c. per lb. extra.		
Cut sheets to size, 1/4 c. per lb. extra.		

LEAD PIPE

Lead Pipe and Waste, 25 p.c. Caulking lead, 4 1/2 c. per pound. Traps and bends, 50 per cent.

SOLDER

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 19 1/2
Wiping	0 18 1/2	0 19 1/2

SHEET ZINC

	Per lb.
5-oz. casks	6 75
Part casks	7 00

SPELTER

Foreign, per 100 lb. 6 20 6 00

TIN AND TINPLATES

Lamb and Flag and Straits—58 and 28-lb. ingots, 100 lb. \$35 50 36 00

Charcoal Plates—Bright

	Per box
M.L.S. Famous (equal Bradley)	
10, 14 x 20 base	\$6 00
IX, 14 x 20	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

	Per box
10, 14 x 20 base	5 00
IX	8 00
IXX	7 00
IXX	8 00

	Per box
"Dominion Crown Best"—Double Coated, Tissued.	
10, 14 x 20 base	5 50
IX, 14 x 20	6 50
IXX, 14 x 20	7 50

	Per box
"Allaway's Best"—Standard Quality.	
10, 14 x 20 base	4 25
IX, 14 x 20	5 00
IXX, 14 x 20	5 25

Bright Cokes.

	Per box
Bessemer Steel—	
10, 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

	Per box
Dean or J. G. Grade—	
10, 20x28, 112 sheets	7 50
IX, Terne Tin	9 00

Charcoal Tin Boiler Plates.

	Per box
Cookley Grade—	
X, 14x66, 50 sheet box	6 75
" 14x60, "	
" 14x65, "	

Tinned Sheets.

	Per box
72x30 up to 24 gauge, case lots	7 35
" 26 "	8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 11, \$3.80; No. 11

Here's a Splendid Seller!

THE "LEONORA" TEA SPOON

McGLASHAN, CLARKE COMPANY, Limited, - NIAGARA FALLS, ONT.

N. F. GUNDY, 61 Albert St., Toronto, Ont.

LUMBERMEN'S SUPPLIES	
Cant hooks, dozen, from.....	12 00
Axes, dozen, from.....	6 50
Axe handles, dozen, from.....	1 15
Cross cut saws, per foot.....	0 25
Axe wedges, dozen.....	0 25
Ball and heel calks.....	4 00

MALLETS.	
Tinsmiths', 2½ x 5½ in., per doz.....	1 25
Carpenters', round hickory, 6 in., per doz.....	1 95
Lignum Vitae, round 5 inch, per doz	2 40
Caulking, No. 2, oak, per doz.....	15 00

MATS	
Wire door mats, standard, 16x24, doz.	9 00
METAL POLISH.	
Tandem metal polish paste.....	8 00
Axoline brass cleaner, 100 in package	8 50

MINE SUPPLIES
 Mattocks, 6 lb., 18 inch, \$5 dozen
 Picks, 6 to 7 lb., 4.25 doz.
 Pick handles, \$1.85 dozen.
 Prospectors' hammers, 18½ cents per lb
 Drilling hammers, 6 cents per lb.
 Crowbars, 34 cents per lb.

MOPS AND IRONING BOARDS.		
Mops, per doz.....	1 20	1 50
Folding ironing boards.....	16 25	18 00

NAILS		Wt.
1-1½ inch	.....	3 3/8
1½ inch	.....	3 1/2
1½-1¾ inch	.....	2 7/8
2-2¼ inch	.....	2 1/2
2¼-2½ inch	.....	2 1/4
3-3½ inch	.....	2 1/2

3½-4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 30
Cut nails—Montreal, \$2.40; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33½ per cent.	
Dressed miller's 3/4 inch, per 100 lbs.	2 30

Plumbersper 100 lb..... 4 80

OILERS.	
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gal- lon, per dozen	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable. 25 per cent.	

FLATWARE CODES

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 42½
"Singalese" and "Alaska" Nevada silver
flatware, 43 p.c.

PIERCED WARE.
Discount 40 per cent.
10-qt. flaring san buckets. 40 per cent.
4, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.
Coal hods. 45 per cent.
Boiler and tea kettle pitta. 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLIERS AND NIPPERS.
 Button's genuine, 37½ to 40 per cent.
PUMPS.

Berg's wing pump, 75 per cent.			
	RAZORS.	per doz.	
Boker's	7 50	11 00	

A TIMELY SUGGESTION

to any of your customers looking for a present for a boy will result in a sale of our

No. 27 Rowing Wagon—R.T.

This wagon is well built, painted and finished, and like all Gendron Specialties is made in Canada.

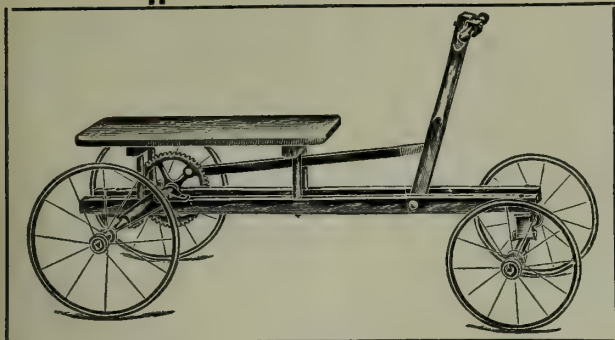
SEND FOR COMPLETE CATALOGUE

GENDRON
MFG. CO.



Duchess St.
Toronto

LIST \$7.00



Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

ROPE AND TWINE.

Sisal rope	0 09
Pure Manila rope	0 11
"British" Manila	0 09
Ottom, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 09
Sisal bed cord, 48 feet	0 65
" 80 feet	0 80
" 75 feet	0 95
Cotton clothes line, 2 1/2 off	0 27
Bag, Russian twine, per lb.	0 36
Wrapping, cotton, 3-ply twine	0 30
" 4-ply twine	0 30
Mattress twine per lb.	0 33
Staging "	0 37

REFRIGERATORS

Sanderson-Harold, 40 per cent.	
Galvanized, 45 p.c.	

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.	
Copper Rivets, 60 and 10 and 10 p.c.	
Iron Rivets, usual proportion burrs, 35 and 12 1/2 per cent.	
Copper Burrs only, 2 1/2 p.c.	
Extra on Coppered Rivets 1-lb. packages	
1c. per lb.; 1-lb. packages 2c. lb.	
Tinned Rivets, net extra, 3c. per lb.	
Coppered Rivets, net extra, 2 1/2c. per lb.	

RIVET SETS.

Canadian, 35 to 57 1/2 per cent.	
RULES.	
Boxwood, No. 68, 2 foot, doz.	1 15
" vory, No. 1282, 2 foot, each.	3 60

SAD IRONS.

Mrs. Potts, No. 55, polished. per set	0 75
" No. 50, nickel-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 60
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent	
SASH WEIGHTS.	
Sectional, 1 lb. each, per 100 lb.	3 20
Solid, 3 to 30 lbs.	1 40

SASH CORD.

No. 8, per lb.	0 34
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SAWS.

Arkins, hand and crosscut, 25 per cent.	
Disston's Hand, 15 per cent	

SAW SETS.

Canadian discount, 40 p.c.	
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SCREEN DOORS AND WINDOWS	Do
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28 1/2 inches	1 60
Perfection window screens, 14x15, open 22 1/2 inches	1 80
Model window screens, 14x22, open 36 1/2 inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.	
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.	
Fairbanks Standard, 30; Dominion, 50	
Richelieu, 50.	
Warren new Standard, 35; Champion, 45	
Weigh Beams, 30.	

SCOTCH SNATHS.

Canadian, 40 per cent.	
SCREWS	Per cent.
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 per cent.	

SHEW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	18 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 46; pruning, 70.	
Seymour's, 60 and 10 per cent.	

SHELF BRACKETS

No 140 65 and 10 p.c.	
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SKATES AND HOCKEY STICKS.

Starr skates, 37 1/2 per cent.	
Baker, hockey 30c. upwards; spring, Empire hockey sticks, \$3.00, \$3.50	
Micmac and Rex sticks, \$4.00, \$5.00.	
Pucks net, \$1.50.	

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2 1/2 p.c.;	
No. 3 and 4 grade, 60 and 2 1/2 p.c.	

SQUARES.

Disston's 60 and 10 p.c.	
Stanley Try Squares, size 7 1/2, doz. net.	\$2 85

SNAPS.

Harness, 25 per cent	
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SOLDERING IRONS

Base, per lb., 28 cents.	
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STAMPED WARE.

Plain, 75 and 12 1/2 per cent.	
Retinned, 75 and 12 1/2 per cent.	

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	8 00

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1/2 p.c.	
STOVE BOARDS	
Lithographed, 60 and 10	
STOVEPIPES.	
5 and 6 inch, per 100 lengths	7 00
7 inch	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common	per doz. 1 22
7-inch	" 1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75
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STONES—OIL AND SCOTCH.

Washita	per lb. 0 25	0 37
Hindostan	" 0 08	0 10
" slip	" 0 18	0 20
" Axe	" 0 10	0 10
Deer Creek	" 0 25	0 15
Deerlock	" 0 15	0 15
" Axe	" 0 42	0 42
Lilly white	" 1 50	0 10
Arkansas	" 5 00	5 00
Water-of-Ayr	" 20 00	20 00
Scythe	per gross 3 50	20 00
Grind, 40 to 200 lb., per ton ..	24 00	24 00
under 40 lb.,	" 24 00	24 00
200 lb. and over	" 28 00	28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs) 40; cut tacks, blued, in dozens only, 80 and 10; 4 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimps, blued, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
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TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS

Disston's, 10 per cent.	
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THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.	
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TINNERS' SNIPS.

Discount 35 per cent.	
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TINNERS' TRIMMING.

Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	

TRAPS (STEEL GAME)

Newhouse, 30 per cent.	
Hawley & Norton, 45 and 5 per cent.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 60 per cent.	
TRAPS (RAT AND MOUSE)	Doz
Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 35
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps ..	0 25
Hold-Fast (formerly Devil) Rat Traps ..	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12 1/2
Hinged pipe vise, 25 lbs.	" 3 55	
Saw vise	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

WASHING MACHINES.

New Ontario.....	41 25
Mound, re-acting per doz.	73 75
Square	77 50
Dowswell	49 75
New Century, Style A.....	93 75
Ideal Power.....	165 00
Damp	67 50
Stephenson	74 00
Puritan Motor.....	165 00
Connor, improved	48 75
Ottawa.....	51 25
Connor Ball Bearing.....	108 75
Connor Gearless Motor Washer	172 50
20 per cent.	

WRINGERS

Royal Canadian, 11 in., doz.	42 25
Improved Royal Canadian, 11 in.	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in.	45 75
Ottawa, 3 year, 11 in.	52 00
Favorite, 5 year, 1 in.	53 00
20 per cent.	

WHEELBARROWS

Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.	
Extra ash fork, hoe, rake and shovel handles, 45 p.c.	
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.	
White ash whiffletrees and neckyokes, 35 p.c.	
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.	
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.	

WRENCHES

Agricultural, 67 1/2 p.c.	
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WROUGHT IRON WASHERS.

Canadian, 50 per cent.	
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Acme Steel Goods Co.	16	Dickmann, Ferdinand	63	Kains, J. M., & Co.	20	Pearson, Geo. D. & Co.	21
Amatite Roofing Co.	68	Directory of Manufacturers	20	Kemp Mfg. Co.	24	Pease Foundry Co.	41
American Shearer Co.	20	Disston, Henry, & Son	9	Kerr Engine Co.	inside back cover	Pelton, Godfrey S.	51
Anti-Splash Filter Co.	20	Dodge, F. D. & Co.	64	Laidlaw Bale Tie Co.	63	Pender, Jas., & Co.	21
Armstrong Bros. Tool Co.	21	Dominion Cartridge Co.	24	Langwell & Sons	21	Peterborough Lock Co.	inside back cover
Atkins, E. C. & Co.	1	Dominion Wire Mfg. Co.	10	Leahy, A. C., & Co.	45	Pink, Thos.	61
Atlas Mfg. Co.	23	Dorken Bros.	outside front cover	Lewis Bros., Ltd.	2	Plymouth Cordage Co.	55
Aylmer Pump and Scale Co.	60	Dougal Varnish Co.	53	Iaon Metal Co.	17	Ramsay, A., & Son Co.	51
Bailey Underwood Co.	58	Dover Mfg. Co.	58	Lockerby & McComb	63	Record Foundry Co.	15
Banwell Hoxie Wire Fence Co.	63	Dowsell Mfg. Co.	72	London Foundry Co.	16	Reznor Sales Co.	15
Barber Asphalt Paving Co.	22	Enterprise Mfg. Co.	2	London Rolling Mill Co.	45	Robertson, Jas., Co., Montreal	54
Barnett, G. & H. Co.	outside back cover	Ford Auger Bit Co.	56	Luffkin Rule Co.	inside back cover	Rodgers, Jos., & Sons	20
Beardwood Agency	13	Frothingham & Workman, Ltd.	4	Lysaght, John	outside front cover	Ross Rife Co.	72
Bemis & Call Hardware & Tool Co.	56	Galt Art Metal Co.	64	McArthur, Alex., & Co.	66	Samuel, M. & L., Benjamin, & Co.	12
Boston & Lockport Block Co.	56	Gendron Mfg. Co.	69	McBrien Mfg. Co.	21	Sanderson Harold Co.	17
Bowser, S. F., & Co., Ltd.	53	Gibb, Alexander	20	McClary Mfg. Co.	10 11	Seymour, Henry T., Shear Co.	62
Brandram-Henderson, Ltd.	48	Gilbertson, W., & Co.	21	McDougall, R., Co.	65	Sharratt & Newth	62
Brantford Roofing Co.	8	Gillette Safety Razor Co.	20	McGlashan-Clarke Co., Ltd.	68	Sherrin-Williams Co.	43
Brown-Boggs & Co.	57	Gourack Ropework Co.	20	McKinnon Chain Co.	59	Simonds Mfg. Co.	67
Bryan, Thos., Ltd.	53	Greening, B., Wire Co.	23	Maple City Mfg. Co.	16	Simonds Canada Saw Co.	8
Buffalo Mfg. Co.	53	Gutta Percha & Rubber Mfg. Co.	outside back cover	Martin-Senour Co.	49	Smith Hardware Co.	57
Burman's Clippers	17	Hallam, John	20	Martin, S. B.	62	Stairs, Wm., Son & Morrow	71
Cameron & Campbell	21	Hamilton Bridge Co.	54	Maxwell, D., & Sons	13	Standard Chain Co.	54
Canada Foundry Co.	56	Hamilton Cotton Co.	62	Metal Shingle and Siding Co.	13 15	Standard Paint and Varnish Co.	51
Canada Metal Co.	50	Hamilton Rife Co.	59	Metallic Roofing Co.	47	Stanley Rule and Level Co.	55
Canada Paint Co.	65	Hamilton Stamp & Stencil Works	14	Montreal Rolling Mills Co.	21	Star Expansion Bolt Co.	15
Canada Screw Co.	6	Hanson-Tilley, J. H., Co.	55	Moore Snelling and Refining Works	52	Steel Trough and Machine Co.	23
Canada Steel Goods Co.	6	Harris, J. W., Co.	12	Moore, Benjamin, & Co.	52	Stephens, G. F.	41
Canada Wire Goods Mfg. Co.	21	Hart & Cooley	8	Morris & Bailey Steel Co.	53	Stevens-Hepner Co.	22
Canadian Oil Co.	52	Heinrich, R., Sons Co.	62	Morrison, James, Brass Mfg. Co.	24	Still, J. H., Mfg. Co.	inside back cover
Canadian Pacific Railway Annual Ex.	63	Hemphill, T. W.	20	National Hardware Co.	12	Taylor-Forbes Co.	outside front cover
Canadian Hart Wheels	20	Hills Edge Tool, Allan	inside front cover	Newman, W., & Sons	71	Terry, Herbert, & Sons	16
Canadian Rubber Co.	outside back cover	Hobbies, Ltd.	6	Nicholson File Co.	71	Thompson & Gunn	20
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NO. 5.

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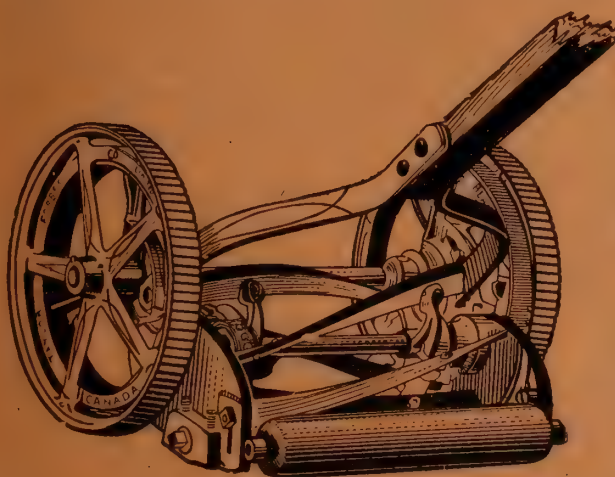
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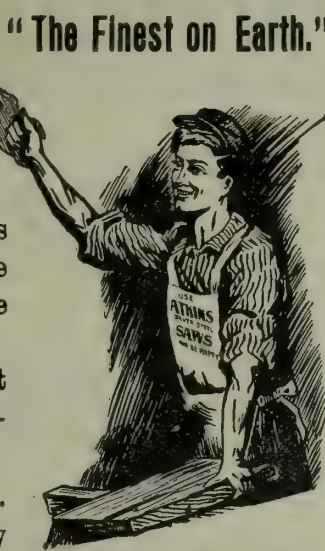
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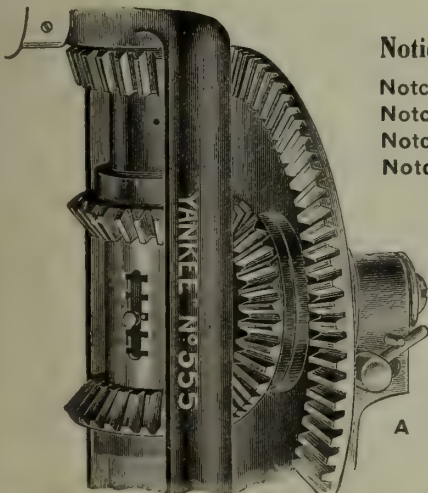
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short throw of crank can be obtained. A true
time saver.

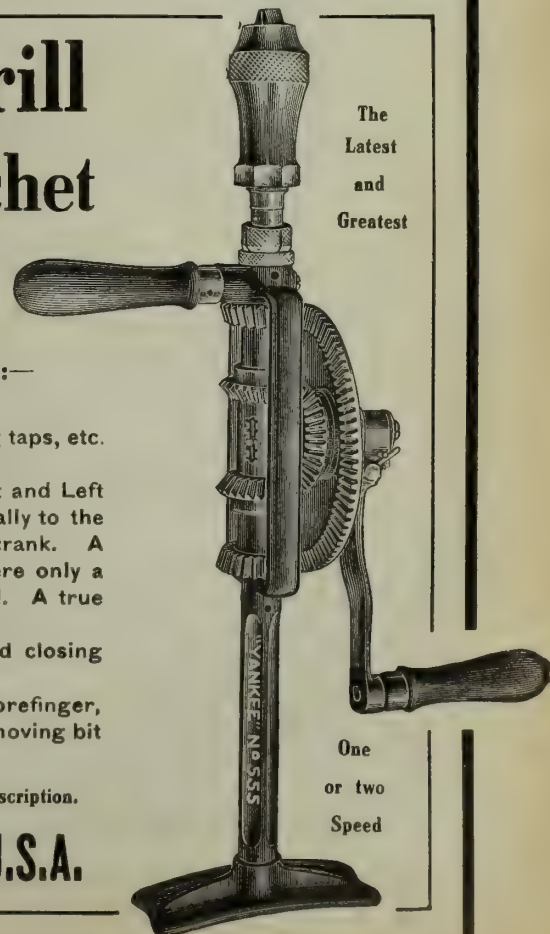
Notch 5—Locks drill for opening and closing
chuck.

Lever A—Change of speed with forefinger,
without releasing hold on crank or removing bit
from hole.

Sold by leading jobbers.

Write for full description.

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



The
Latest
and
Greatest

One
or two
Speed



"You know the difference between 'claims' and 'proofs.' Claims MAY hold customers, but proofs WILL hold customers."—*The Philosopher of Metal Town.*



Mr. Hardwareman

Are you aware that **EASTLAKE METALLIC SHINGLES** are the best steel shingles on the market? Now we are not claiming anything we cannot prove.

"EASTLAKE"

"Eastlake" Steel Shingles were produced twenty-five years ago — long before any other steel shingle. The roofs that were covered with "Eastlake" Shingles that first year are to-day in as good shape as when they were laid—never having needed repairs.



STEEL SHINGLES

No other galvanized steel shingle can even claim such a record. Remember this fact when others say to you "My shingles will last a century."

Satisfy your customers. Give them a shingle that has proven itself—that you know will insure the utmost satisfaction.

"Eastlake" Steel Shingles are made by the oldest and largest sheet metal building material firm in Canada—a firm whose policy has been "Protection to the Dealer" from the start.

We also manufacture **Galvanized Cornices, Skylights, Ventilators and Finials, Metallic Ceilings, Siding and Lath, Corrugated Iron, Conductor Pipe, Eavetrough, Fireproof Glass Windows, Doors, etc.,** and Architectural Steel Metal Work generally.

Write us for catalogue and estimates



1673

"Bristol"

TRADE MARK REG. U.S. PAT. OFF.

Steel Fishing Rods

OVER A MILLION ANGLERS

More than a million anglers are reading the big "BRISTOL" advertisements in sporting journals, standard magazines and illustrated weeklies.

If you want to know what is making "BRISTOL" rods sell, and what is making your customers so insistent on having "BRISTOL" Rods, read our advertisements regularly in the sporting journals.

You will have your memory refreshed on the "selling points" of "BRISTOL" Rods. It takes quality goods to get quality trade, just as it takes money to get money. Your QUALITY trade wants "BRISTOL" Rods because they know that "BRISTOLS" are the quality Rods. When you don't supply what your trade wants, that trade goes where it can get what it wants—and get it without a fuss. The City of Bristol, Conn., is known throughout the civilized world because it is the place where "BRISTOL" Rods are made.

"BRISTOL" Steel Fishing Rods are not only the best advertised rod in the world, but they are the best advertised fishing tackle of any kind in the whole world. It is an asset to any dealer to be known as "Headquarters for 'BRISTOL' Rods." Better cash in on that asset larger than ever this season. Watch your mail for our announcements.

The Horton Manufacturing Company, Bristol, Conn., U.S.A.

Pacific Coast Branch, PHIL. B. BEKEART CO., 717 Market St., San Francisco.

Canadian Representative, R. N. Scott, 200 McGill Street, Montreal.

For the Next Few Weeks WATCH THIS PAGE Weekly for Pointers in Spring Buying

We Recommend Retail Dealers to make provision for the Largest Year's Business they have ever had; buy your full requirements early



WE WILL ACCEPT
Specified orders for

DISSTON FILES

for Shipment any time
up to September 1st
next at present prices

PROMPT ATTENTION GIVEN TO MAIL ORDERS

LEWIS BROS., Limited, IMPORTERS AND DISTRIBUTORS
MONTREAL
Ottawa, Toronto and Vancouver

Where the Best Wire Goods You Sell Come From



The name "Greening" has been synonymous with perfection in Wire Goods for more than a century in England and Canada.

The Canadian Greening firm, whose works you see pictured above, are the pioneer wire goods manufacturers of Canada.

The firm was established in 1859 by Mr. B. Greening, a man whose ancestors had been identified with the Wire industry since the time of King Charles II; and whose descendants still conduct the business. Among our main products are :

ALL KINDS AND SIZES OF

Wire Rope

Wire Cloth

Perforated Metals

Wire Chains

Cow Ties

Trace Chains

Wire Guards

Wire Door Mats

These goods are made by men of the highest skill in the largest and most completely equipped wire-drawing, wire-weaving and metal-perforating mills in Canada. Sold by all jobbers.

The B. GREENING WIRE CO., Limited

Hamilton, Ontario

Montreal, Quebec

Winnipeg, Manitoba

“SAMSON”

Waterproof Ready Roofing



Ready for immediate use on any kind of building and easily laid by almost anyone without the expense of carpenters or tinsmiths. Provides absolute protection against the storms of Winter or Summer, and is positively waterproof and fire-resisting. We guarantee “Samson” Roofing to be all that is claimed for it, and recommend it in preference to any other make.

“Samson” Ready Roofing contains the best known materials used in the manufacture of a high-class Ready Roofing.

“Samson” is one of the best and most economical roofings made. All we ask is that you give it a trial and be convinced.



Write us for Samples

H. S. HOWLAND, SONS & CO.
Limited

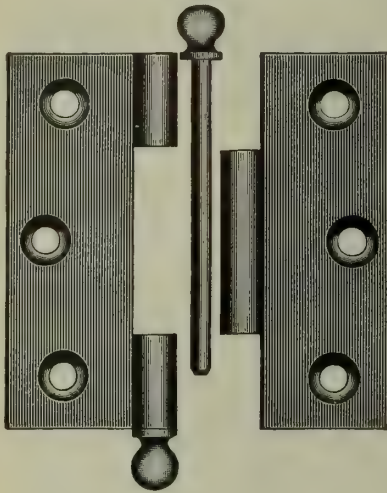
Wholesale Hardware Merchants

WE SHIP PROMPTLY **TORONTO** OUR PRICES ARE RIGHT

Graham Nails are the Best



Registered



QUALITY

is the potent force that has placed

"Crescent Brand" Butts and Hinges

in the proud position they now occupy in the realm of Hardware. Whether judged from the standard of "appearance" or that of "intrinsic worth," there can be no question of "Crescent Brand Superiority."

The prices are not any higher than is asked for the inferior makes.

Merchants who desire the Builders' and Contractors' Orders

cannot afford to stock any Butts or Hinges that are not made by

CANADA STEEL GOODS COMPANY, Ltd.
MANUFACTURERS, - - HAMILTON, CANADA

"Too great haste
leads to error."

AVOID MAKING ERRORS
BY USING

EARNSCLIFFE LINEN BOND

A first-class Paper for Blank Books and general office stationery. Samples sent on request.

THE ROLLAND PAPER COMPANY, LIMITED
MONTREAL, QUE.

HIGH ABOVE ALL OTHERS

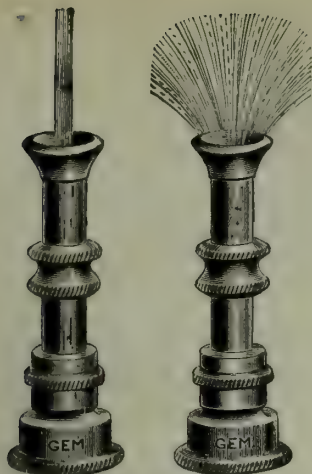


QUALITY SECURITY
And STRENGTH
Manufactured By
CORBIN CABINET LOCK CO.
NEW BRITAIN, CONN.
NEW YORK CHICAGO PHILADELPHIA

CABINET, TRUNK, SUIT-CASE LOCKS
AND TRIMMINGS
MISCELLANEOUS HARDWARE
KEYS AND KEY BLANKS

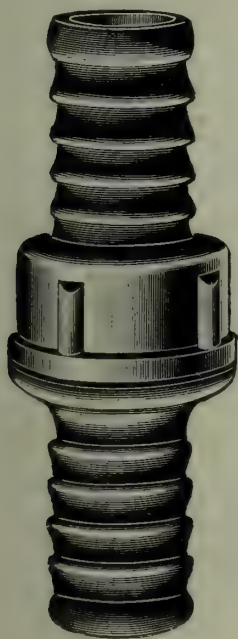
LAWN REQUIREMENTS

A FEW OF OUR LINES



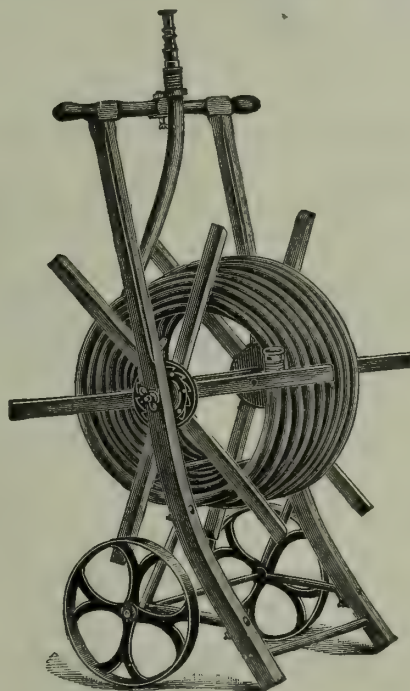
Genuine Gem Hose Nozzles

Never stick or loosen, for
 $\frac{1}{2}$ and $\frac{3}{4}$ in. hose.



Brass Hose Nozzles

With holes properly
reamed out to allow free
passage of water. Sizes
 $\frac{1}{2}$, $\frac{3}{4}$ and 1 in.



GARDEN HOSE

Sizes 1-2 and 3-4 inch.

"Record" Brand. Made from best quality
rubber with high-grade duck, yet we sell it
at a reasonable price.

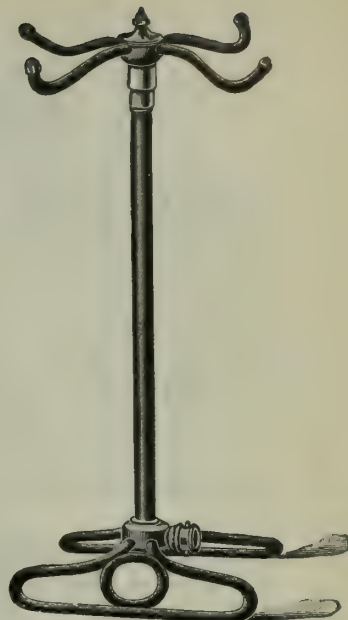
"Western" Brand. A good strong hose which
can be relied on to give good service.

"Trade" Brand. Cheaper still; good value
for the price we ask for it.

"St. Lawrence" Brand. Our cheapest grade.

HOSE REELS

Varnished hardwood frames, iron wheels
and supports.



California Sprinklers

Babbitted bearings, easy-working
arms, spreads the water evenly.
Three sizes—12, 24, 36 in. high.



Fountain Sprinklers

All brass, throws a mist
like spray, can easily be
pulled around a lawn. A
great seller.



Galvanized Hose Clamps

ALL SIZES

Caverhill Searmont & Co

MONTREAL and WINNIPEG

"Brantford" "Roofing"

ASSISTANCE

supplied to dealers for distribution to prospects. will insert them in their local papers.

¶ We give our agents the right kind of assistance. A big advertising campaign in leading farm papers makes "Brantford Roofing" well known all over Canada. ¶ All inquiries we receive from advertisements are turned over to dealers for their personal solicitation. ¶ Handsome catalogs and samples

¶ Electros of a special series of retailers' ads. supplied free to all who

Just write us for further details.

BRANTFORD ROOFING CO., Limited

::

BRANTFORD, CANADA

Winnipeg Agents: General Supply Co. of Canada, Limited, Market and Louise Sts.

Montreal Branch: 300 St. James St., Montreal, Que.

Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW C.O, Ltd.

Montreal, P.Q., Vancouver, B.C., St. John, N.B.



SEASON 1910

HOCKEY IN FULL SWING

Every player wants a reliable stick, and you can't handle a line of

HOCKEY STICKS

that is more noted for all-round excellence and reliability than mine.

Every live jobber handles them. New designs this year. ASK FOR SALYERDS'.

E. B. SALYERDS,

-

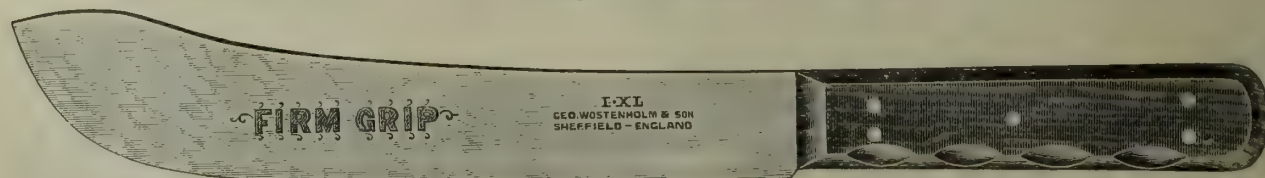
Preston, Ontario

Wostenholm's Fine Sheffield Cutlery

Trade Mark

I-XL (I excel)

Wostenholm's "Firm Grip" Butcher Knives—No. 5239E



Hand forged from Double Shear Steel.

For sale by all leading Jobbers.

A. MACFARLANE & CO., MONTREAL, Canadian Representatives

Disston

MACHINISTS' GAUGES

Any man who uses a Gauge will tell you there are two kinds—

- 1—The usual kind, and
- 2—The GAUGES which DISSTON makes.

DISSTON Gauges stand out because of their ACCURACY. Like every product of the DISSTON works, extreme care in making gives them a characteristic that makes a good workman prefer DISSTON Gauges. Their absolute RELIABILITY has made them the favorite GAUGES. Display the DISSTON line of Gauges and other tools, and you'll attract the trade which will buy ONLY the BEST TOOLS.

HENRY DISSTON & SONS, INC.

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA U.S.A.



Stewart Clipping Machines

===== SELL FAST DURING =====

February, March and April
THEY YIELD A GOOD, QUICK PROFIT

No horse clipping machine ever made sells so fast or gives
such good satisfaction as this

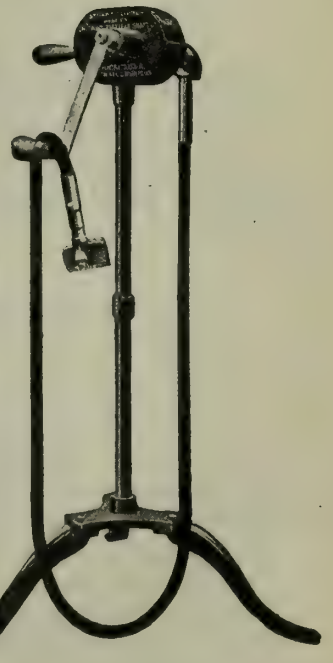
Stewart No. 1 Ball Bearing Machine

List for Canada, \$9.⁷⁵

Every machine sold under a positive guarantee that it must please
your customer or money refunded, including transportation.

Your jobber has them. Write for free advertising matter.

Chicago Flexible Shaft Co., 250 Ontario St., Chicago

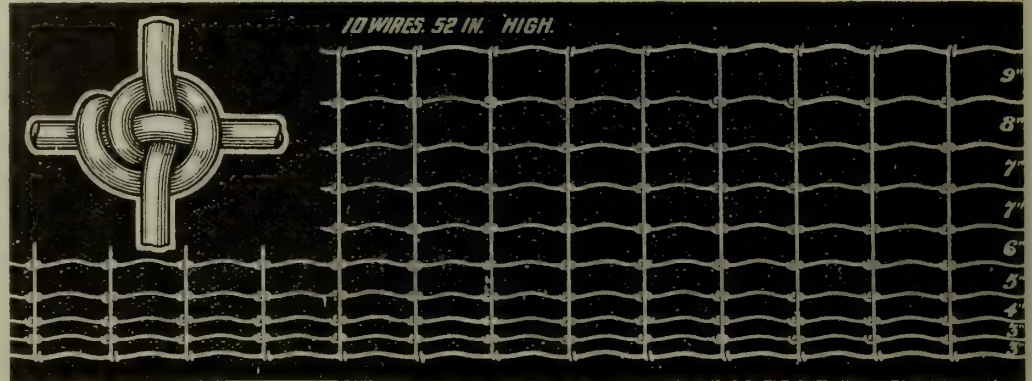


Some Day You Are Sure to Buy **"DOMINION SPECIAL" Field Fence** Why Not Now?

You have a unique opportunity in buying "DOMINION SPECIAL" Field Fence in mixed carloads with our many other commodities, and thus enjoy the advantage of carload shipments.

"DOMINION SPECIAL" Field Fence is growing in popularity, exceeding our most sanguine expectations, and every Dealer in the DOMINION should stock it.

When making up MIXED CARLOAD ORDERS, note that we manufacture Wire Nails, Barbed Wire, Galvanized Wire, Fence Staples, Plain Wire, Coiled Spring Wire, Bright Wire Goods, Wood Screws, etc., and do not forget



"DOMINION SPECIAL" Field Fence
"THE LANDMARK OF THE FUTURE"

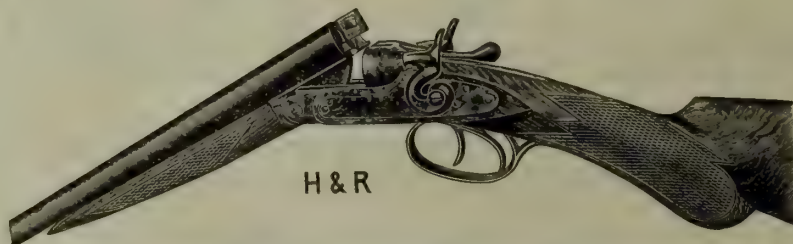
Manufactured by

Dominion Wire Manufacturing Co., Limited - - - Montreal



H&R ARMS Co

Permit us to call your attention to our latest production which we illustrate here-with. A high grade, small bore, double barrel, hammer gun. It just fills the bill for small game, precisely what the sportsman has always wanted. It is an ideal gun for field and brush shooting. Also for ladies' use.



All the best features of high-priced guns, including checked, imported walnut stock and fore-end, 28 gauge, 28-inch barrel, standard factory loads, black or smokeless powder, weight about 5¾ lbs. 44 calibre, 26-inch barrel, 44 W.C.F. shot cartridge or 44 X.L. shot cartridge, weight about 5¼ lbs. Get this new gun in stock at once so that your line may be complete.

Our new and beautifully illustrated catalogue of 40 pages contains valuable selling points and shows our complete line. We want you to have it. Write for it to-day.

Harrington & Richardson Arms Co., 615 Park Avenue, **Worcester,** Mass., U.S.A.

Adapted for Black or Nitro Powder

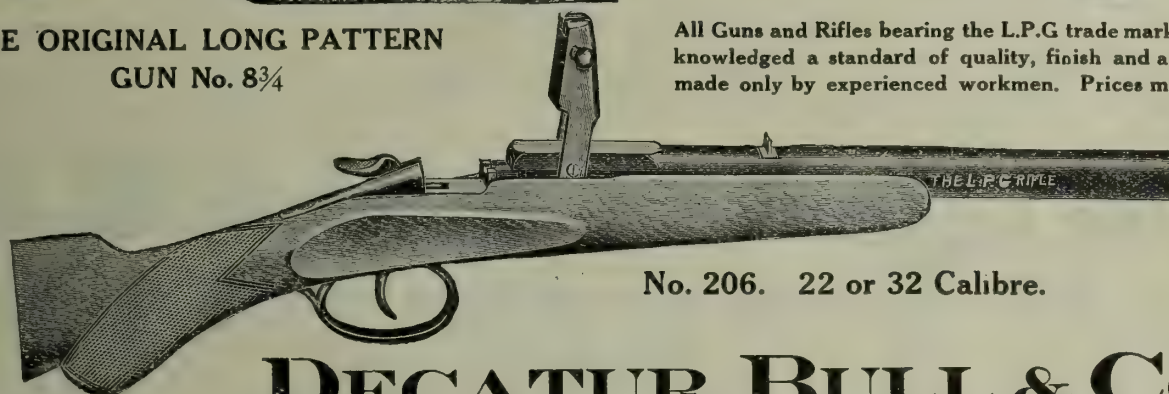
The Celebrated
L.P.G.
Guns

Guaranteed
Government Test



THE ORIGINAL LONG PATTERN
GUN No. 8 $\frac{3}{4}$

All Guns and Rifles bearing the L.P.G. trade mark are acknowledged a standard of quality, finish and accuracy, made only by experienced workmen. Prices moderate.



No. 206. 22 or 32 Calibre.

Write for Catalogue
and Prices

DECATUR, BULL & CO.

SELLING AGENTS.

MONTREAL, CANADA

BANISH BLUE MONDAY

for the housewife, and introduce a sunny wash day by selling her a

Connor Ball-Bearing Washer

the newest and best way of washing clothes. The tubs swing on steel ball-bearings, so arranged with springs that the washer almost runs itself with but the slightest push at each swing. The boiling soap and water are forced through every thread and fibre of the clothes, cleaning them three times as quickly and much more effectively than by any other method.



This machine has proved a rapid seller, and there's good profit in handling it.

WRITE FOR DETAILS.

J. H. Connor & Son, Limited
OTTAWA, CAN.



Our Acorn
Trade Mark



is the buyer's safeguard. There is no guess work about this brand



Corrugated Galvanized Sheets

Their quality is assured because they are galvanized in strict accordance with British Government specifications. You would be foolish to buy an inferior brand, when "Acorn" Sheets cost no more.

Manufactured only by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

PIG IRON

BRANDS :

“Glengarnock” “Carnbroe” “Jarrow”

Prompt Shipments.

Attractive Prices.

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

“Zephyr Ventilator”

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the “Zephyr Ventilator” in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The “Zephyr” cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The “Zephyr” makes high chimneys unnecessary.



Alexandria, Ont., Jan. 19th, 1909
J. W. Harris Mfg. Co., Ltd.,
Montreal, Que.

Gentlemen:—

We have your letter of the 14th inst., in reference to the “J. W. Harris Rotary Ventilators” that we had from you.

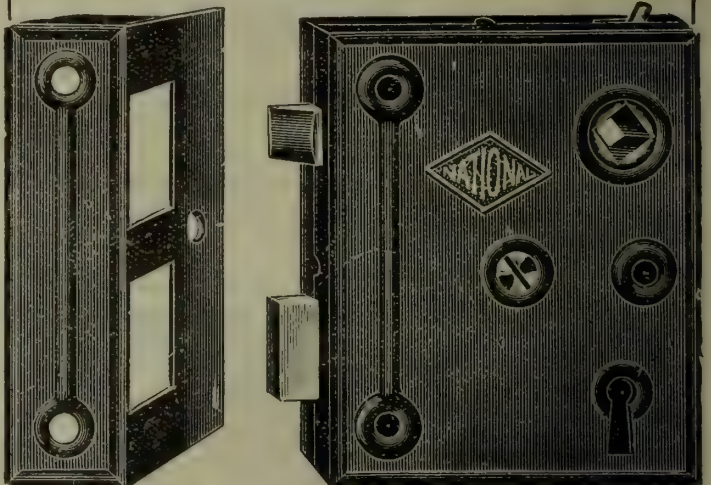
We might say that those we have in use are giving us very good satisfaction.

Yours truly,
THE MUNRO & MCINTOSH CARRIAGE CO.

Made by
THE J. W. HARRIS MFG. CO., LIMITED
CONTRACTORS
Montreal

The most powerful lever

you can handle to move the builders' hardware trade to your store is the



National Steel Rim Lock

The Only Steel Rim Lock made in Canada
ASK YOUR JOBBER FOR THIS BRAND.

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA



Peerless Freezer
Sold Everywhere
Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three
Minutes. Advertising Claims Proven in
the Use.



Dana Mop Wringer
takes a Woman
off her knees



Dana
Food Chopper

THE DANA MFG. CO., CINCINNATI, O.

BEST SELLER of the season

"DAISY"



Indoor
Sanitary
Earth
Closet

Neat

Compact

All Metal

Ventilated

The Daisy is all Metal except
the hardwood seat. No odors
can permeate it. Easily set up
and sanitary.

PRICE \$10.00

Liberal Discount to the Trade.
Write for Descriptive Circular.

The Toronto Furnace and
Crematory Co., Limited

72 King St. East, - Toronto

For the Fall and Christmas

trade do not fail to carry
a stock of

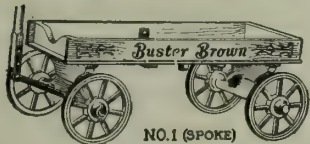
BUSTER BROWN

Children's Summer and Winter
Coaster Express Wagons
and Sleighs.

Handy around any House, Store or Farm



NO. 1 (SOLID)



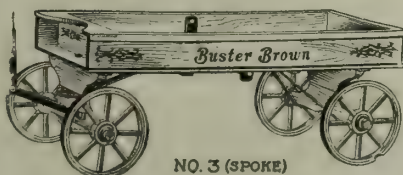
NO. 1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO. 2 (SPOKE)



NO. 3 (SPOKE)

Manufactured by
The Woodstock Wagon & Mfg. Co.
Limited
Woodstock, Ontario

The JAS. STEWART Mfg. Co., Ltd.
Winnipeg, Man.
Sole Agents for Western Canada.

THE WHITE MOP WRINGER

is a simple device which fits
any pail without fastening, and
presses the mop very dry by a
gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleas-
ant and unsanitary part of
mopping. One "White"
sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

Order from your jobber or
from us.

WHITE MOP
WRINGER
CO.

Fultonville,
New York



This
Trade Mark
Insures
Genuineness
Originality
Perfection
Satisfaction



DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books

"GET THE BEST"

Phone or Write

The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S
SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webisch & Hilger, Limited, special New York
Representatives, 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels,
Grinding Machines, Beaver
Oil Stones.

FILTERS.

Anti-Splash Tap Filters

The "Galvo" Filter and Water Steriliser

There's good money in them for hardware dealers.
We supply display cards that sell them.

Write for Prices and Sample.

The Anti-Splash Filter Co.
OWEN SOUND - - - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind.
Has many working advantages over the ordinary spring,
and has twice the wear. In use throughout Great Britain
and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital St. - - - Birmingham

FURS.

FURS

Do you trap or buy
Furs? I am Canada's
largest dealer, I pay
highest prices. Your
shipments solicited.
I pay mail and ex-
press charges; remit
promptly. Also largest dealer in Beehives,
Sheepskins, etc. Quotations and shipping tags
sent free.

JOHN HALLAM, TORONTO

GALVANIZING.

GALVANIZING.

Work and Prices Right

ONTARIO WIND ENGINE & PUMP
CO., Limited
Toronto, Ont.

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufac-
turers' Agents. Cars Distributed. Warehoused
and Forwarded. Warehouse on Trans-
fer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

Birkmyre's Waterproof Horse Covers

SOLE MANUFACTURERS

The Gaurock Ropework Export Co., Limited
(of Scotland)

Montreal. 28-30 St. Peter St.

Winnipeg; 132-134 Portage Ave., East

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American
Manufacturers. Correspondence invited from
firms wishing to be represented.

J. M. KAINS & CO.

MANUFACTURERS' AGENT

83 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware
Specialty. Highest References.

T. W. HEMPHILL & CO.,

Manufacturers' Agents

Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

MANUFACTURERS' AGENTS.

THOMPSON & GUNN

333 Gore Avenue, VANCOUVER, B.C.

Famous "RELIANCE" Hot Water BOILERS
and "IDEAL" Hot Air FURNACES
MODERN "ALASKA" STEEL RANGES
Cooking and Heating Stoves
WRITE FOR PRICES

P. R. CUMMING

Manufacturers' Agent

Hardware, Hardware Specialties
Housefurnishings Woodenware, Etc.
Car Shipments a Specialty
Correspondence Solicited

347 Pender St. W. - VANCOUVER, B.C.

METAL PRODUCTS.

Estab. 1880

Bell Tel. East 419

MONTREAL SMELTING AND REFINING WORKS

Geo. Langwell & Son, Montreal, Que., Can.

Smelters and Refiners of all Metal Products
Makers of:—Anti-friction Babbit, Linotype, Stereo-
type, Electrotypes, Monoline, Pig Lead, Zinc, Spel-
ter, etc., also Gauge Glasses.

Get Quotations

NAILS.

JAMES PENDER & CO., Ltd.

ST. JOHN, N.B.

Manufacturers of

Coated Wire Box Nails, "ACME" Galvan-
ized Wire Nails, also "STANDARD" Toe } Best in
Calks—Blunt and Sharp } Canada

Horse Nails, Etc.

PORTABLE OVENS.

BAKERS' OVENS

Cut shows the "Hubbard" Patent.

There's good money supplying
the local baking trade with our
line of Baker's supplies.

Write us for prices.

The Warren Mfg. Co., Limited
Toronto, Ont.
Phone, Parkdale 3188.

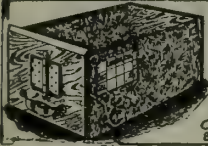
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Felloc Plates.

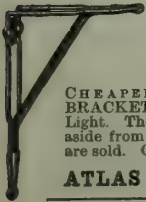
SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
**BENNETT STEEL
HARDWARE SHELF BOX**
Saves 20% Shelf Room
over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
83 Richmond St. W. Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be **NOTHING BETTER, NOTHING CHEAPER** than the **BRADLEY STEEL BRACKET**. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

SIFTERS.

GOOD PROFITS FOR THE HARDWARE MERCHANT

who sells our wooden or metallic ash sifters. They retail at 15 and 20c each.

Write for prices. We also manufacture tacks, nail and hardware specialties.

The McBrien Mfg. Co., Limited

Dovercourt - - - - - Toronto

SKATING RINK SCRAPERS.



HARDWARE MEN sell the Rink in your town an **ICE SCRAPER** saves time and half the labor.

JAMES & REID, Sole Mfrs.
Perth - - - - - Ont.

SPRAYERS



HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruits, vegetables, disinfectants.

SEND FOR CATALOGUE AND PRICE LIST
COLLINS MFG. CO. - - - - - TORONTO

SOLDER

TINKERS' SOLDER

5 Bars to the lb. Our Phone No. is Main 1729
We will be pleased to quote you.

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

**The Condensed Ads. in The
Canadian Grocer bring results**

STEEL TROUGHS.



MAPLE EVAPORATORS

at a price within the reach of anyone. They make first-class syrup with a small amount of fuel. A great seller. Write us. Agents Wanted
The Steel Trough & Machine Co., Ltd., Tweed, Ont., Can.

TOOLS.



ARMSTRONG PLANER TOOLS
Are ALWAYS ready for use
7 Sizes. Write for Catalog.

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave. Chicago, U.S.A.

ONE

with an assortment
of Cutters

**EQUALS A DOZEN
FORGED TOOLS.**



VENTILATORS.



Ventilators and Chimney Cows

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - - - - - Montreal

WIRE GOODS.

Buy your
WIRE GOODS

from
CANADIAN SALES & MFG. CO

Factory 55 St. Paul Street
Office 107 St. James Street
MONTREAL

OAKEY'S

The original and only Genuine
Preparation for Cleaning Out-
let. 6d. and 1s. Cansisters

**'WELLINGTON'
KNIFE POLISH**

JOHN OAKEY & SONS, Limited

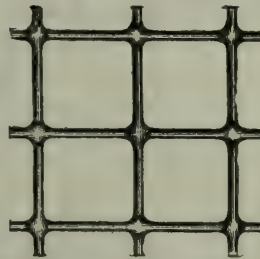
Manufacturers of

**Emery, Black Lead, Emery, Glass
and Flint Cloth and Papers, etc.**

Wellington Mills, London, England

CANADA WIRE GOODS MFG. CO.

MAUFACTURERS OF EVERY KIND OF



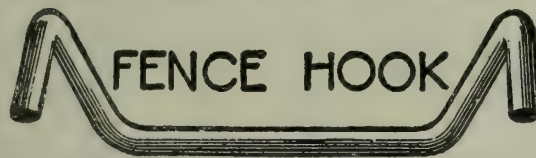
**Iron, Steel, Brass and
Copper Wire Cloth**

**Crimped and Pressed Wire Work
of all Kinds**

HAMILTON - - - - - ONTARIO

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or
Wire Fences



**WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED, CLOTHES
LINE WIRE, STAPLES, etc.**

The Western Wire and Nail Co., Limited, - - - - - London, Ont.

GILBERTSON'S

COMET

in Wales. Let me tell you further about these sheets.

ALEX. GIBB (Sole Canadian Agent),

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

When it comes to buying **GALVANIZED
SHEETS**, it's what are its convincing
GOOD QUALITIES.

Gilbertson's Comet Brand

immediately comes to the mind because
for many years this firm have been leaders

It means money to you

13 St. John Street, Montreal

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

**PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND
ORNAMENTED GLASS.**

Works: Don Speedway, also Victoria St.,

TORONTO

PLUMBERS' SUPPLIES AND BRASS GOODS

THAT LAST

Our large variety of Plumbers' Brass Goods is made in the same uniformity of quality as our other brass lines—no yellow scrap and other cheap metals used in their construction.

J. M. T. LOW TANK COMBINATIONS

contain our improved ball cock and are warranted for durability.



"SIMPLEX"

Syphon-Jet, low tank closet combination.

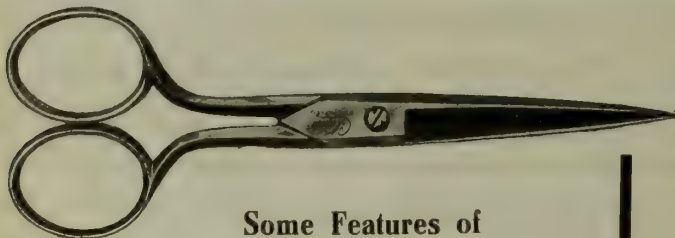


ELGIN

Wash-down, low tank combination.

The **James Morrison Brass Mfg. Co. Limited**

93-97 Adelaide St. West
TORONTO



Some Features of

CLAUSS SHEARS

Cut from heel to point—Non-Rusting.
Screw does not come loose—Non-Breaking.
Work even and smooth—Non-Sharpener.
Do not cramp the hand—For all classes of work.
Perfectly nickel-plated—All sizes—All kinds.

If these features are not sufficient to convince you that handling

CLAUSS SHEARS

means handling the best, our descriptive catalogue will settle the question. Send for it.

We manufacture the most complete line of cutlery in the word. We sell direct to the retailer.

CLAUSS SHEAR COMPANY

169 Spadina Ave.

TORONTO



Fig. 113

Now it won't be long until everybody is on the jump for goods.

McDougall Pumps will again be the feature of many anxious buyers. We will do our best for you, but please help us out with early specifications.

You know the quality, and if you are willing to allow us a reasonable price, nothing can keep us apart.

Catalogue and prices on application.

The R. McDOUGALL CO.

Galt, Canada

LIMITED

T QUALITY A FINISH C VALUE K SATISFACTION S

The Four Commercial Leaders



American Blued or Tinned Wire Carpet Tacks

Unique, **WHY!** because no other tack on the market can claim to have a perfectly round, clean pressed head, with absolutely cylindrically shaped shanks and needle points, having no troublesome projections or superfluous metal to injure the frailest fabrics; all these features are coated with a superior quality of blueing, which makes them a presentable article for special attention of hardware purchasers.

Stocked by leading wholesale hardware dealers.



Kegs packed in gross or half-gross display cases.

United States Steel Products Export Co., Montreal, Que.



ON THE DEER TRAIL

ON THE DEER TRAIL, or in the quest of big game, the hunter should assure himself that his rifle is loaded with dependable ammunition.

Dominion rifle cartridges are Guaranteed sure fire and accurate, and every load is put up with as much care as if for an international match and the honor of Canada were at stake. A new box free for every misfire of present product.

Dominion Cartridge Company, Limited., Montreal

**DEALERS ON THE
PROFIT TRAIL
RECOMMEND IT**

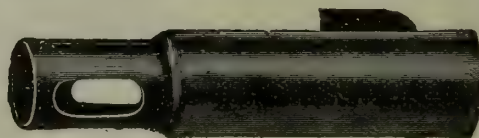
Dominion
IMPROVED & PROVED
Ammunition

KEMP'S Maple Leaf Sap Spouts

WILL SOON BE IN DEMAND NOW

HOW IS YOUR STOCK?

Steel



Japanned

Prices on Application

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG, Man.

THE KEMP MFG. CO. of Montreal
39 St. Antoine Street, MONTREAL, Que.

London Convention to be a Record Breaker

Fully Half a Thousand Retailers and Travelers Expected to be Present—Hardwaremen Coming From New Brunswick, Manitoba and Saskatchewan—Single Fare Rates Assured from all Points Between Port Arthur and Halifax—Over Fifty Hardware Manufacturers to Make Exhibits.

LONDON CONVENTION PROGRAM.

Monday, Feb. 7.

9 p.m.—Executive committee meeting.

Tuesday, Feb. 8.

9 a.m.—Opening of Hardware Exhibition in City Hall.

10 a.m.—Distribution of badges, enrollment of new members, payment of dues, etc., at Convention Hall.

2 p.m.—Open session of Convention, address of welcome, reports of officers, appointment of resolutions and nominating committees, "Mock Sale," address on salesmanship, open discussion on trade matters in which travelers, manufacturers and jobbers are invited to participate.

8 p.m.—Smoking concert in Exhibition hall.

Wednesday, Feb. 9.

9 a.m.—Convention, business session, reports of mutual insurance and special committees, "Question Box" discussion.

1 p.m.—Hardware Exhibition open.

2 p.m.—Visit to McClary Foundry and enamelling plant.

8 p.m.—Convention, "Question Box" discussion. Public admitted to Hardware Exhibition.

Thursday, Feb. 10.

9 a.m.—Convention, business session, reports of resolutions and nominating committees, nomination of officers, selection of next meeting place, etc.

1 p.m.—Hardware Exhibition open.

2 p.m.—Visits to London hardware manufacturing plants.

8 a.m.—Complimentary banquet tendered the members of the Retail Hardware Association by hardware manufacturers and jobbers of London.

Friday, Feb. 11.

9 a.m.—Convention closing, election of officers, and meeting of new executive committee.

1 p.m.—Hardware Exhibition.

RAILWAY RATES TO LONDON.

The Eastern Canadian Passenger Association has granted the usual convention rates to those attending the Retail Hardware Association convention at London, on Feb. 8-11 next, those attending to pay the regular one way rate to London and secure a convention certificate from the ticket agent. This certificate will be signed by the secretary at London and a fee of 25 cents charged. Then if 300 or more certificates are handed in a return ticket will be given free at the ticket office in exchange for the certificate. If less than

300 bring certificates one cent per mile will be charged for the return ticket. But as at least 350 retailers and between 100 and 150 travelers are certain to visit London during the convention, there is no doubt about securing the single fare rate if all ask for the certificates when buying their ticket.

Points to Remember.

Buy a first-class one-way ticket to London and ask for a convention certificate. If you have to travel on two railways, get a certificate from each road. Then when you get to London hand the certificate to the secretary to be revised by the railway officer. If 300 or more bring certificates each will get a return ticket free. If only 50 certificates are handed in the return rate will be one cent per mile, making the rate, in any case, less than charged commercial travelers.

treasurers' labors at the convention will be heavier than ever before.

A handsome badge is to be supplied by the Luikin Rule Company and each visitor's name is to be printed on the badge. To avoid delay in distributing badges, the secretary must know beforehand, the names of those who expect to attend the convention. To have his badge prepared in advance and save a 15 to 30 minute wait at London, each hardwareman should remit his membership fee of \$3 for 1910 at once and state who will represent his firm at London.

It will, therefore, be an assistance to the officers to receive as many fees as possible during the coming week and it will also save a needless and annoying wait if the printing on the badge can be done beforehand.

Pay fees in advance and it will be better for both officers and members.



Tecumseh House

Masonic Temple

City Hall Arcade

City Clerk's Office

In the above illustration the Tecumseh Hotel (Convention headquarters) is the most distant building. It is opposite the G. T. R. depot. The Convention meetings will be held in the Masonic Temple. The Hardware Exhibition is to be in the City Hall Arcade and the large hall above, and badges and banquet tickets are to be distributed from the secretary's desk in the city clerk's office.

Tickets can be bought as early as Friday, February 4 and are good for return up to Feb. 15. They are purchasable at any point in Canada east of Port Arthur and an effort is being made to secure the same rates on Western Canada lines. One hardware merchant at Rocanville, Sask., has written that he will attend and two or three may come from Winnipeg. Then one hardwareman from Fredericton, N.B., has also written that he will be on hand.

The same rates are available for ladies accompanying retailers or travelers and it is expected that quite a number of the visitors will bring their wives.

DELAY CAN BE AVOIDED.

The large number who will be present makes certain that the secretary's and

ADDITIONAL ENTERTAINMENT

FEATURES.

Hardwaremen visiting London during the convention ought to be well entertained while in the Forest City. In addition to the banquet and other events on the regular programme a theatre party is proposed, and now the London Club and the Travelers' Club have followed the example of the Y.M.C.A. in throwing open their doors to the visitors.

The curling tournament on Monday night preceding the convention is also catching on and a fair number have written A. M. Hunt, 425 Richmond St., London, stating that they will be on hand to help push the "stones" over the ice.

LIST OF EXHIBITORS.

The following manufacturing concerns have been allotted space in the main exhibition hall:

Supreme Heating Co., Welland, ranges.
Thos. Bryan Ltd., London, brushes.
Pittsburg Perfect Fence Co., Hamilton, wire fence.

Oneida Community, Niagara Falls, (two spaces), silverware and hardware.

Brandram-Henderson Co., Montreal, white lead and paints.

Dowswell Mfg. Co., Hamilton, washing machines.

Gendron Mfg. Co., Toronto, woodenware and bathroom fittings.

Wood Specialty Co., St. Marys, woodenware.

Canada Paint Co., Montreal, white lead and paints.

Johns-Manville Co., Toronto, roofing.

Metal Shingle & Siding Co., Preston, (two spaces), metal roofing.

Sherwin-Williams Co., Montreal, paints.

Brantford Roofing Co., Brantford, roofing.

Gurney, Tilden Co., Hamilton, ranges.

Burrow, Stewart & Milne, Hamilton, ranges.

D. Maxwell & Sons, St. Marys, washing machines.

Moffat Stove Co., Weston, ranges.

J. H. Connor & Co., Ottawa, washing machines.

Canadian Oil Co., Toronto, paints.

International Varnish Co., Toronto, varnish.

Martin-Senour Co., Montreal, paints.

Allan Hills Edge Tool Co., Galt, tools.

D. Moore Co., Hamilton, stoves.

Dunlop Tire & Rubber Goods Co., Toronto.

Dover Mfg. Co., Canal Dover, Ohio, sad irons.

Alabastine Co., Paris.

Made in London Show.

In the arcade displays will also be made by the following London manufacturers:—

McClary Mfg. Co., ranges and enamelware.

Columbia Handle Co., handles, etc.

Scott Machine Co., gas engines, etc.

London Foundry Co., blacksmiths' forges, etc.

Scarlett Mfg. Co., brooms and brushes.

Ideal Electric Mfg. Co., electric irons, toasters, etc.

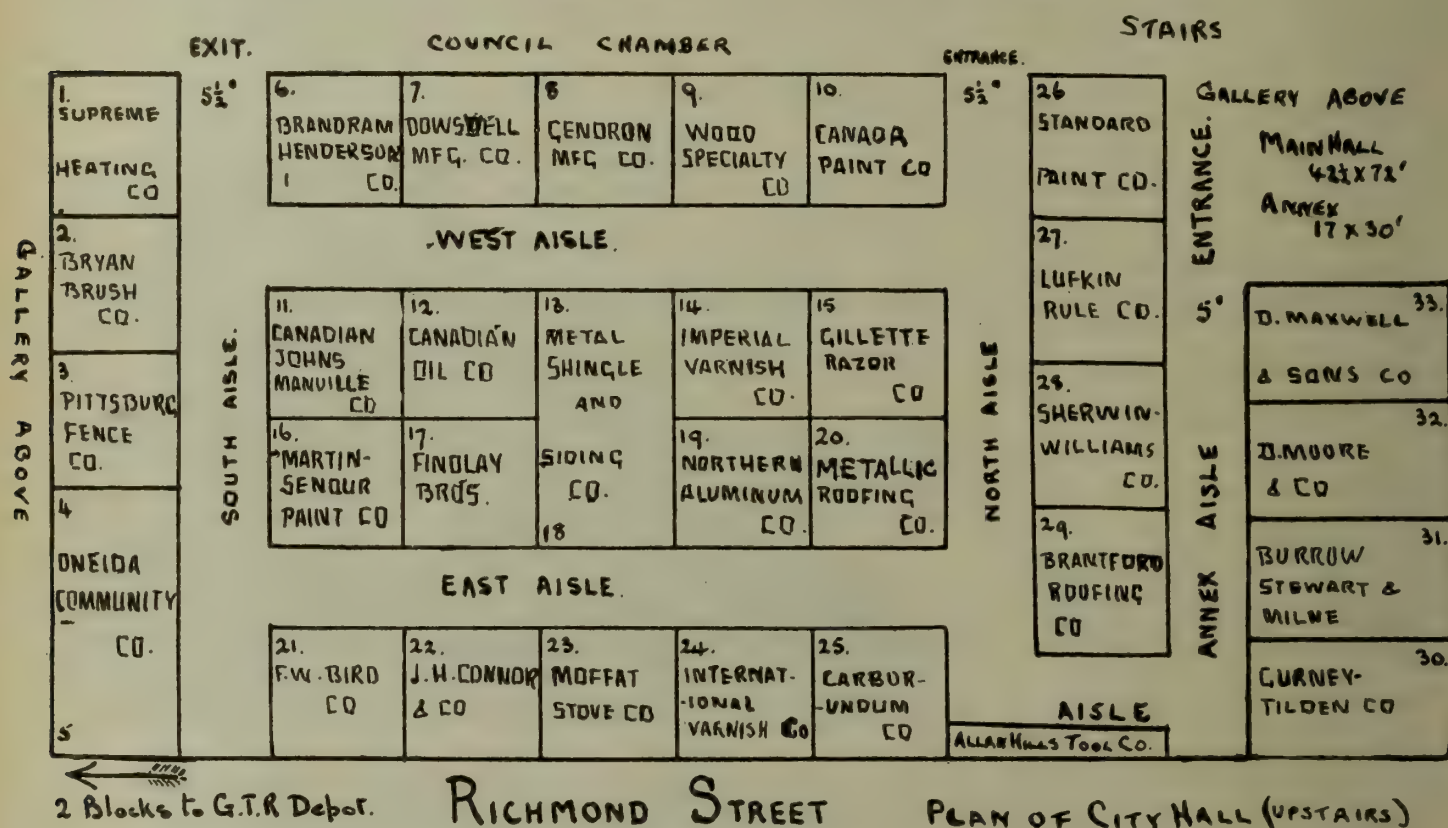
Wortman & Ward, woodenware.

Spraymoter Co., spraying machines.

Ideal Concrete Machinery Co., machines.

Store Equipment Display.

In the store equipment display in the form of a Model Hardware Store in the



Imperial Varnish & Color Co., Toronto, varnishes and colors.

Gillette Safety Razor Co., Montreal, safety razors.

Findlay Bros., Carleton Place, Ont., ranges.

Northern Aluminum Co., Toronto, sheets and cooking utensils.

Metallie Roofing Co., Toronto, metal roofing.

F. W. Bird & Co., Hamilton, roofing.

Carborundum Co., Niagara Falls, sharpening stones.

Standard Paint Co., Montreal, roofing.

Lufkin Rule Co., Windsor, measuring devices.

arcade the following exhibits will be made:—

Dennis Wire & Iron Co., store front construction.

Hobbs Mfg. Co., store front construction and plate glass.

Dominion Office & Store Fittings Co., silent salesmen.

Goldie & McCullough, safes.

National Cash Register Co., cash registers.

S. F. Bowser & Co., oil pumps and tanks.

E. C. Atkins & Co., mechanical saw window.

HOTEL ACCOMMODATION.

The Tecumseh Hotel, which has been selected as convention headquarters, is a large four-storey hotel capable of accommodating several hundred guests. The rates quoted are room with bath \$3.50; single room, \$2.50; or four in double room \$2 per day, American plan.

Other hotels convenient to the G.T.R. depot are the Grigg, Dominion, City and London, the rates in these houses being from \$1.50 to \$2 per day.

The C. P. R. depot is about one mile north of the Tecumseh House. Take Richmond Street car.

The Question Box Discussion at the Convention

In Response to a Request for Subjects for Discussion in the "Question Box" Part of the Programme at the London Convention the Questions Below Have Been Submitted—Members are Expected to be Prepared to Discuss These and, if Desired, Suggest Additional Questions.

What lines of goods did you pay special attention to for Christmas and holiday trade, outside of staple stock, and what were the results obtained?

I handle hardware, paints, oils and glass, but not stoves and tinware. Several stove dealers in town handle hardware, but not so extensively as myself and two competitors who do not handle stoves. I am doing a nice business. Should I put in a line of stoves and tinware?

What plans can we adopt to increase the membership in the association?

Has any retailer adopted the plan of having his office at the front of the store, where he can greet every customer?

Does any member take stock more than once each year?

How many dealers set aside a percentage of their gross profits to cover bad debts?

In pricing goods, how many dealers add a percentage for cost of doing business before adding a margin for profit?

Is the trade of catalogue houses increasing throughout Ontario?

Do jobbers' salesmen give sufficient attention to explaining and showing new goods and specialties?

Would it pay Canadian jobbers to do as U. S. jobbers are doing — employ special salesmen to introduce lines which would have "quality" rather than "price" as the selling argument?

Does it pay to guarantee edge tools?
How can the association be made of greater benefit to its members?

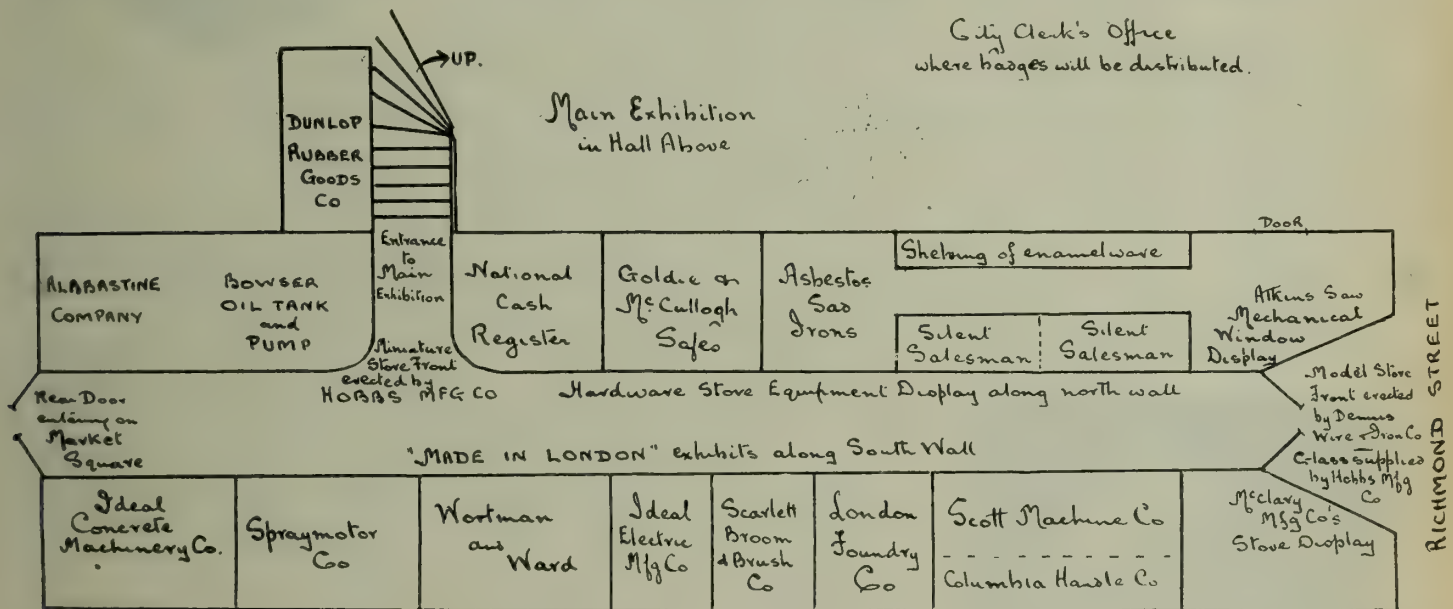
Can this association assist in establishing a uniform half holiday in the summer months?

Does it pay a hardwareman to cut prices on furnace jobs secured from farmers living several miles from town and charge higher prices on work secured in the immediate vicinity of his store?

Is it legitimate retailing for a stove merchant to head off the competition of stove peddlers by putting samples on a wagon and canvassing the farmers in the district adjacent to his own town? Should he invade the territory of nearby hardwaremen if they are not as enterprising as he?

Do members find much inconvenience from the way bolts are put up, the nuts not being screwed on far enough?

While no restriction is put upon the style of dress to be worn at the banquet the members of the Executive Committee of the Retail Association have discussed this question and a ma-



Plan of City Hall Arcade (72 x 19 feet) during ONTARIO RETAIL HARDWARE CONVENTION at LONDON

Will some member who has had experience in using signs on country roads express his opinion regarding this form of advertising?

Does it pay to send one of the store salesmen out to visit farm houses and drum up trade? Will some member who has tried this, outline his experience?

I have been thinking of employing a lady clerk to take charge of a house furnishings and smallwares department. Has any member tried such a plan?

What per centage should be deducted in figuring depreciation of stock and fixtures when taking the annual inventory?

If the inventory is based on the selling price of goods, what percentage should be deducted to get at the real value of stock?

Should our association encourage manufacturers of patented specialties to establish a uniform selling price?

How can we meet the competition of the builders supply houses and jobbers who have travelers calling upon consumers?

Do special sales or bargain days act to the detriment of the trade?

Is it good policy for a hardware merchant to buy such quantities of binder twine or other goods that in order to unload he has to peddle it near surrounding towns and cut prices to the demoralization of the trade of other hardwaremen? Will such a policy help in developing the feeling of friendship which this association is organized to encourage?

How many members keep a separate set of accounts for their tinshop?

majority have signified their intention of wearing ordinary business dress.

There is now no doubt about the single fare rate but it rests with the travelers, etc., to make assurance doubly certain. The special rates are available for them and they are cheaper than the regular commercial rate, so the majority ought to swell the number who travel to London on the certificate plan.

J. R. Myers, Stratford, writes: "I am waiting anxiously for convention week, when I expect to meet all the good people in the hardware business once more and enjoy the good fellowship and mutual benefit which it brings. I have sent in my name to join the curlers, which game I enjoy very much Messrs. Cann, Adolph and myself are working on the lien note system and expect to have a report acceptable to the convention."

THE LOCAL COMMITTEE.

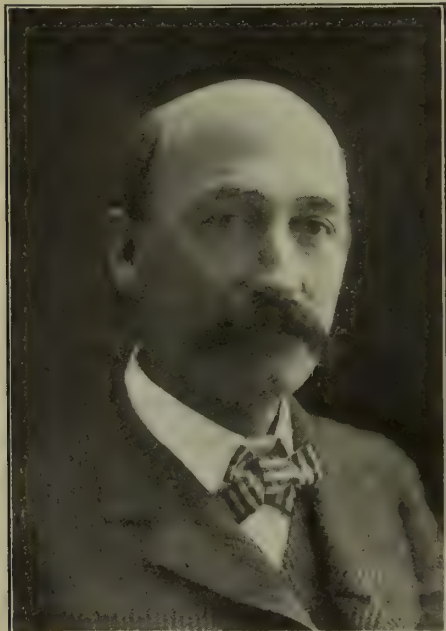
The following are the members of the local committee who have made the arrangements for the entertainment of the visiting hardwaremen at the London convention:

Wm. Gartshore, McClary Mfg. Co.
Thos. Bryan, Bryan Brush Co.
C. A. Whitwam, Hobbs Hardware Co.
D. H. Howden, D. H. Howden & Co.
W. H. Wortman, Wortman & Ward.
D. J. Cowan, Jas. Cowan & Co.
S. Stevely, Wm. Stevely & Son.
M. F. Irwin, McClary Mfg. Co.
W. C. Allen, Western Wire & Nail Co.
J. Stevely, Columbia Handle Co.
E. Westman, A. Westman & Co.
A. H. Purdom, Purdom Hardware Co.
W. Wright, Jas. Wright & Co.
W. A. Langford, W. A. Langford.
J. E. Young, J. E. Young & Co.
W. A. O'Dell, McLean Hardware Co.
Chas. White, London Rolling Mills.
T. A. Jones, Cowan Hardware Co.
E. Dennis, Dennis Wire & Iron Works.
W. C. Wood, Gurney Stove Co.
A. Swayze, London Foundry.
T. A. Stevens, Empire Brass Mfg. Co.
W. H. Braddon, Columbia Handle Co.
H. G. Hayes, Hobbs Mfg. Co.
A. M. Hunt, Sec. Western Fair, (Secretary).

HAVE A NOTE BOOK HANDY.

Hardwaremen who attend the London convention of the Retail Hardware Association will do well to heed the advice given by one who has attended several such gatherings and has found that valuable pointers can be picked up but will be forgotten if not noted down for reference. He writes:

For a long time I have practised making memoranda of the best points brought out by the different speakers at a convention. I have also aimed to visit the factories and wholesale houses in the



LT.-COL. W. M. GARTSHORE, LONDON,

Chairman of the Local Committee Arranging for the Convention.

city where the convention is held. Some think that because the convention does not open until 9 o'clock there is no oc-

casion to follow home customs and get up early. I am ready for business in a convention city at about the same time I am at home, and this gives me a good hour or two with the men in the supply houses, to get acquainted with the kind of goods used in the town, the new things that are being put on the market, the prices at which goods are sold; and often a very good suggestion is picked up in this way. Then I have made the inquiry as to who had the best store in town and who had the best equipment and have tried to visit these shops and look over the method of displaying goods, etc., and have had ideas brought to my attention which I have utilized with profit to myself. This habit has

PAYS TO ATTEND CONVENTIONS.

Secretary, O.R.H. Assn.,

Sir,—If the railway companies saw fit to charge the members of the O.R.H.A. double rates, to the convention meetings, I, for one, would gladly put up the fare to be present, and if I could not get enough to pay me for the trip, out of the meetings, would place the fault at my own door.

At last meeting in Hamilton, I got in touch with an exhibitor of a certain line of goods, took the agency for this place—and have just looked up my profits on the same and find I am over \$90 to the good, and see prospects for double or treble this amount for current year. If I had not gone to the convention, I would not have had this opportunity. Did it pay me?

Again, the advertising on publicity talks we had, prompted me to do more and better work in this line, than ever before, and I certainly profited by it financially.

The opportunity of meeting so many of Ontario's brightest business men, exchanging views, and getting ideas to put into practical use, is of itself of sufficient value, to make a trip even farther than London profitable for any hardware dealer.

The coming convention bids fair to eclipse all previous meetings, and those who miss it, will lose educationally, fraternally, and in dollars and cents.

I enclose my membership fee for 1910.

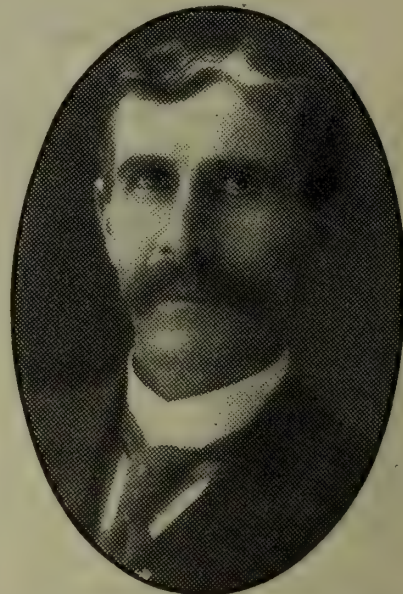
W. F. MACPHERSON.

Prescott, Jan. 3, 1910.

enabled me also to talk with different bookkeepers and men in charge of the accounting system and frequently I have brought home samples of special forms and blanks which I have adapted to my own needs, and have found has stopped many leaks previously unknown.

There is always time in the evening to exchange experience with merchants from different sections of the country and I have made memoranda when I have been talking with different men and listening to the different speakers in and out of the convention hall, keeping the address where it would naturally suggest correspondence at a later time. When I get home I go carefully over my

notes and enlarge them, make them fuller where they need it, and bring such information to the attention of my men as will be beneficial. Sometimes I send a sketch to some man who evidently was seeking information which could not be



A. M. HUNT, LONDON,

Who as Secretary of the Local Committee Will be Much in Evidence at the Convention.

given offhand at the convention, and have often asked men who have spoken on some subject to send me a more comprehensive explanation of their practice than was given briefly in their remarks and have received some useful hints in this way.

I have explained my method of doing convention work to some others whom I have met at conventions and have been informed that it would be hard work to attend a convention in that way and that they go to a convention for a little relaxation, but in my opinion the first aim of each delegate should be business and let pleasure come as a secondary consideration.

THE BANQUET PROGRAMME.

The banquet to be tendered the members of the Retail Hardware Association by the hardware manufacturers and jobbers of London, is expected to be one of the greatest social events ever held by Canadian business men. Two dining rooms will have to be used to accommodate the crowd, but all will be united in one hall after dinner is served.

Frank Cochrane, who was invited to respond to the toast along with Lloyd Harris, M.P., will be unable to attend and his place has been filled by the acceptance of C. C. James, Deputy Minister of Agriculture. Mr. James will outline what the Ontario Government is doing to increase the knowledge and better the condition of our farm population and he will follow this up by making suggestions as to how merchants should co-operate in this work with the aim on view of bringing about a better understanding between farmers and merchants and give suggestions which should tend to lessen the volume of trade which is going to the big cities to the detriment of all interested in the development of country and village life.

MEET US AT THE CONVENTION



WE expect to see you at the Convention in London next week, when we hope to make you better acquainted with our complete line of Edge and Lumbering Tools. We shall exhibit all our lines from the raw material to the finished product.

One thing you will notice particularly about our goods is their excellent finish.

As you know, a good finish on edge tools is essential to quick selling.

But there must be good quality behind the fine finish if your customer is to remain satisfied with his purchase.

Our goods are sound in quality through and through. They are made by experts in the manufacture of genuine Sheffield Steel.

At the London Convention you will find our booth in the main building, directly opposite the main entrance.

ALLAN HILLS EDGE TOOL COMPANY, LIMITED
GALT, ONTARIO

N. J. Dineen, Western Representative.

London and Its Manufacturing Industries

About Two Dozen Jobbing and Manufacturing Industries Doing Business With Retail Hardwaremen Have Their Headquarters at London—Some of the Lines of Manufacture and Interesting Features Described.

London, this year's convention city, is a city of 48,000 people, the fourth in size in the Province of Ontario. It is situated on the River Thames, in the heart of the rich farming country of western Ontario, being midway between Toronto and Detroit.

London has excellent railway facilities, four roads entering the city, the main lines of the Grand Trunk and Canadian Pacific, and two others, the Michigan Central and Pere Marquette, entering from the south over the tracks of the London & Port Stanley Railway, owned by the City of London. The Southwestern Electric Railway also gives connections to St. Thomas and other places. Altogether 127 passenger and freight trains pass through the city daily.

As a residential and educational centre, London has great advantages, being known as the "Forest City," and claiming to have the purest spring water on the continent. The Western University, a Normal school and a military school have their seats in the city.

In manufacturing London stands fifth amongst Canadian cities, having 220 factories in 72 lines of activity. Over a score of these are engaged in making goods regularly sold in hardware stores, and in addition there are two wholesale hardware and two wholesale saddlery and carriage hardware houses, with travelers calling on the trade in Ontario and other provinces. Following are given some details regarding some of the manufacturing concerns in whose products hardware merchants are interested:—

McClary's Big Industry.

Probably the largest industry in the city is that of the McClary Mfg. Co., they having two immense plants and employing over 1,300 men and women, who receive over \$700,000 each year in wages. The business was started 62 years ago in a small tinshop by Oliver and John McClary. In 1851 John McClary, head of the company, participated in the gold rush to California, but returned a year later and has since built up an immense business. The company was chartered in 1871, and its tin and enamelware plant now covers an entire block in the heart of the city, with a new foundry plant covering a block and a half in the southeastern part of the city. The company has branches at St. John, Montreal, Toronto, Hamilton, Winnipeg, Saskatoon, Calgary, Edmonton and Vancouver, and has an export trade to China, Japan, Fiji Islands, Australia, New Zealand, Africa, British Isles and the West Indies, shipping about 800 cars of stoves, furnaces, enameled and tinware, etc., each year. The officers of the company

are: John McClary, president; Lt.-Col. W. M. Gartshore, vice-president and general manager; J. K. H. Pope, secretary, and M. F. Irwin, sales manager.

A unique feature of the McClary business is the "welfare work" done for the employees, the central feature of which is a dining room which brings the staff together as no other institution could. In a large room, lighted from the York Street windows of the main factory, are tables capable of seating somewhere between 200 and 300 men. Here the male employees bring their lunch in the hour allotted them, and are pro-



M. F. IRWIN, LONDON,
Sales Manager of the McClary Manufacturing Company.

vided with tea, coffee or bovril, at the nominal price of 1 cent per cup. This is wheeled out on a carriage in short order, from a well-lighted kitchen, where all the utensils and other equipment are clean as a new pin. When the Hardware and Metal representative visited the plant a large sign on one of the pillars announced that soup would be served next day. This is a new departure, and the price is the same as for hot drinks, one cent per order. On the principle that everything has, or should have, its place, there is provided along the east wall of the dining room niches for each and every dinner pail, which are not allowed in any other part of the factory. The young women employees in the enameling department, numbering about 70, also have a dining room of their own. Two of these young women spend an

hour in the forenoon and another in the afternoon, preparing the hot drinks in the kitchen of the men's dining room, and clearing up afterward. Then there is a third dining hall at the foundry. Each dining room is equipped with tables, chairs, piano and current magazines, and during the noon hour songs, speeches, readings and games are indulged in.

Opening off the dining-room is an office where Miss Renolds, a trained nurse and graduate of Victoria Hospital, makes her permanent headquarters. The furniture includes a little desk and cot, the great majority of the cases she handles being slight cuts and other injuries of a minor nature. A notice on the wall calls attention to the fact that her services may be secured, in case of emergency, for members of employees' families.

The offices of two other McClary institutions may be found here also, those of the savings bank department, of which the office staff do the clerical work, and the post office, the latter being used chiefly by young men who are boarding, or have not homes of their own.

A benefit society has also been established in which for a small contribution each week any employee taken sick receives from \$1.50 to \$3, and in case of death there is a funeral benefit of \$25. The men have also a minstrel club, a band (the instruments being McClary-made) and a baseball team, one of the graduates of the latter being "Mooney" Gibson, catcher for the champion Pittsburgh National League team.

Lt.-Col. Gartshore has taken a great interest in the welfare department and its success is largely due to his assistance.

Arrangements have been made to entertain the visiting retailers on Wednesday afternoon, February 9, and the various processes of manufacturing will be shown and explained by representatives of the company. The new foundry will be visited when the metal is run and this, together with the processes of coating and baking the enamelware, will be well worth seeing.

Dennis Wire & Iron Works.

Another old established business is that of the Dennis Wire & Iron Co., established 30 years ago, the company being incorporated in 1906 when a new factory was built on Dundas street west. In 1908 and again in 1909 additions were made and ground was recently purchased for a further extension on Carling street during the coming year.

The company employs over 100 workmen and their contract work extends into all parts of Canada. The company now has a staff of men working in Vancouver completing the erection of a contract for ornamental bronze and iron work for the Dominion Trust building, which is the largest and most modern office building west of Toronto. On the other side of the Dominion they are now furnishing the ornamental iron for some



A Moving Stock Gathers The Profit

CARBORUNDUM SHARPENING STONES

Are Always Quick Selling and Bring
Liberal Returns to the Hardware Man

A FULL LINE OF THE CARBOR-
UNDUM GOODS WILL BE SHOWN
AT THE LONDON CONVENTION

It Will be to Your Business Interests to Learn About Them

BOOTH No. 25.

The Carborundum Company

NIAGARA FALLS, N.Y.

fine buildings in Quebec city, among them being the Caisse d'Economie, St. Roche building and the new technical school. While the Dennis Company make a feature of furnishing ornamental iron and bronze, structural steel, etc., required in the erection of large buildings, they also manufacture many specialties handled by the hardware trade including iron and wire fencing, wire door mats, metal store fronts, stable fittings, fire escapes, metal lockers, lawn and cemetery seats and vases and a long list of similar goods made in wire, iron and brass.

The Dennis Co. have a branch office at 103 Pacific building, Toronto, and agencies in Quebec, Montreal, North Bay, Ottawa, Calgary, Regina, Vancouver, and Victoria. It is their intention to extend their selling organization during the coming year by the appointment of one retail hardware dealer in each town as agents for their products, to whom they will supply catalogues, literature, photographs and samples, from which orders can be taken for any work that may be required for ornamental iron, structural steel or wire work. They claim that a very considerable high class trade can be done among contractors, owners of buildings and others, selling from these catalogues and samples. During the past year they have issued a large loose leaf catalogue which is perhaps the most extensive and best gotten up illustrated book of ornamental iron work ever published in Canada. The illustrations were all prepared from photos of their own work or reproductions of designs made by the Dennis Company's drafting department.

The Hobbs Glass Works.

The Hobbs Manufacturing Co., whose head office is at London, was established in 1876 as a part of the Hobbs Hardware Co. Owing to the ever increasing demand for glass, it was decided in 1902 to incorporate a separate company and confine the business to glass exclusively, it being considered that glass had become too important a commodity to be sold in connection with any other line and should be dealt with separately. The wisdom of this policy has been amply proven in rapid growth which followed. In the year 1905 one of the company's representatives made a trip to the Pacific coast and on seeing the bright prospects of the west he was stationed at Winnipeg and a manufacturing plant installed there, together with a complete stock of glass. The following year a branch was opened in Toronto and the Hobbs Manufacturing Co. can now supply all requirements in glass for building purposes from any of their three warehouses, all having fully equipped factories and are thus able to maintain the high standard of quality and prompt delivery which the company has always endeavored to characteristically sustain. They are the Canadian selling agents for maximum daylight glass and 3-Way prism, two well-known factors in modern

lighting with natural daylight and also have an agency for metal store front construction.

Modern Wholesale Premises.

D. H. Howden & Co., whose wholesale trade covers both the older and newer portions of Ontario, have splendid warehouses at 200 to 206 York street, opposite the G.T.R. depot, which are well worth a visit from every retailer who visits London during the convention.

The magnificent offices and cutlery display room, the completeness of arrangement and the fireproof construction of the entire warehouse are worthy of study and will easily repay the time spent in going through the building. The business was established in January, 1902, and four years later the present building was erected, it being four storeys in



D. H. HOWDEN, LONDON,

A Member of the Local Committee for the London Convention.

height, 50x200 feet, and providing 50,000 feet of floor space. The firm has nine travelers on the road and does a general business in shelf and heavy hardware, cutlery, sporting goods, paints and oils.

Bryan's Brush Factory.

Thomas Bryan, Limited, whose brush factory was established back in 1870 have since 1902 had their headquarters at 71 Dundas street, all manufactured stock being kept in a building apart from the factory. In their sample room is a complete display of all kinds of brushes and brooms. While painters' brushes constitute the largest part of the output, practically all classes are manufactured, including household, factory and stable brushes and brooms. Everything in the way of a brush that a hardware or stove store would sell is produced by them and a full line of

woodenware, mops, mats, clothes lines, etc., are carried in stock. Bryan's brushes have a trade from coast to coast, representatives covering the ground in both the east and west.

London Foundry.

The London Foundry Co. was established in 1889 and incorporated in 1891. Numerous additions have been made to the plant, the largest being in 1900 and in 1907 and plans are now being made for further enlargements. The company employ 75 men, their product consisting of structural iron work, grey iron castings, large and small, sewer and waterworks goods, such as hydrants, valves, man-holes, etc., washing machines, wheelbarrows, trucks, forges, blowers, drills, blacksmiths' supplies, machine tools, rubber-tire applying machines, bone-cutters, cider-mills, dairy supplies, and hardware and builders' supplies.

Bolt and Hinge Works.

In 1888 the London Bolt and Hinge Works was established with only ten employees and in 22 years the staff has grown to 75, additions having been made to the plant on five occasions. The company claim to be the oldest bolt firm in existence in Canada, as while some others were in business before 1888, they have undergone changes in ownership. Bolts of all kinds are manufactured, together with harrow-teeth, coach screws, screw and strap hinges, hot pressed nuts, washers, builders' and contractors' iron work. Goods are shipped from coast to coast, and the export business is also done in hinges. Stocks are carried at Montreal and Vancouver, and resident agents are located at Toronto and Winnipeg.

Superior Vises.

The Superior Mfg. Co., 151 York St., next the Tecumseh house, began making high grade bench vises in connection with their repair business a year ago and are now making seven different styles in one or more sizes. The company have a quick-action vise which they claim to be superior to any vise previously offered to the Canadian trade. The goods, having passed the experimental stage, are now ready to be introduced to the trade.

Spramotor Apparatus.

The Spramotor Co. have their factory at 68 to 70 King street, two blocks west of the Masonic Temple, where they manufacture apparatus for spraying, painting, whitewashing and disinfecting. The company is not incorporated, being established in 1896, commencing by winning the Canadian government spraying contest at Grimsby in that year. Their product is designed for the spraying of fruit trees, vegetables, the destruction of noxious weeds in the grain crops, and disinfection work. A branch factory has been established at Buffalo and the company's output now goes to all countries in the world, including India, Russia,

Be sure to come to the CONVENTION

YOU will go away from London full of new ideas that will make your store a busier place for months to come. And, after you have seen our exhibit (Space 14) and heard our plans to help the dealer get the paint and varnish trade worth getting, you will also be full of faith in our ways for pushing our up-to-date lines---

M.L. Paints M.L. Floorglaze

Elastilite
Or olite
Granitine
Mangalite

Talk
to us
at
Space 14
—you'll
hear news

These will get you the business---and we'll help you get it--- talk it over with us and you'll know that.



The
Imperial
Varnish
& Color
Company
LIMITED
of Toronto

South Africa, South America, Australia and New Zealand, Great Britain, Spain, France, Germany, Egypt and Japan.

Hobbs Hardware Co.

The Hobbs Hardware Co., whose wholesale headquarters are at London, with a branch at Toronto, have been before the trade for more than a quarter of a century and are well known in all parts of Canada, their travelers covering the Province of Ontario. T. S. and W. R. Hobbs, formerly active in its management are giving their attention to other interests, but the former still

Electric Sad Irons.

The Ideal Electric Mfg. Co., who will demonstrate their electric toasters, coffee boilers, irons, etc., in the City Hall arcade during the convention, began business in 1904 and were incorporated in 1908. They manufacture electric toasters, stoves, radiators, and irons from the 6 lb. domestic irons to the 20 lb. tailor goose irons, their process of manufacture of the heating units being patented.

Scott Machines.

The Scott Machine Co., 290 York St., was established four years ago with three men, and the staff now consists of two dozen, plans being out for doubling the plant. They manufacture freight elevators, grinding machinery and gasoline engines, 1½ to 50 horse power. They are introducing these engines to the hardware trade, which can be used in connection with pipe-cutting and threading machines. The advantages of this engine are its size, simplicity, and the fact of its being entirely self-contained, which proves a great boon as to moving same from job to job.

Other Industries.

The fine new brass plant recently erected by the Empire Brass Co. on Dundas street east, will be an interesting place for those doing plumbing work to visit.

Other factories which might be visited include those of the London Brass Co., Western Wire & Nail Co., Regal Glove & Mit Co., Dominion Office & Store Fittings Co., I. X. L. Ladder Co., Wortman

T. B. Lee, cutlery jobber, Toronto, is trying to secure space for an exhibit.

The Percival Plow and Stove Co., Merriekville, are inquiring about space for an exhibit.

The Union Metallic Cartridge & Remington Arms Companies are also making inquiries. Court Thompson will be on the ground in any case.

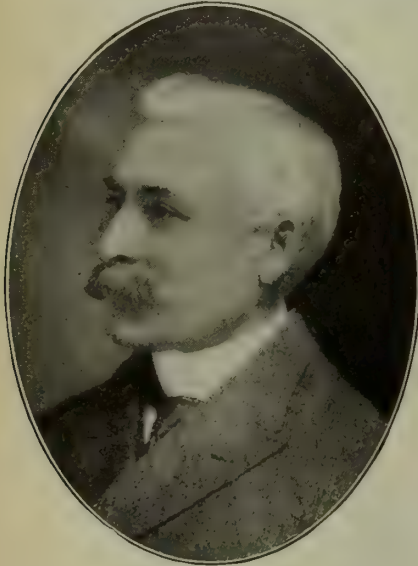
The Dennis Wire and Iron Co. have taken over the space of the Spramotor Co. in the "Made in London" show.

Arrangements have been made to decorate the City Hall in good style and both exhibitors and retailers will find the surroundings pleasant—and profitable.

MINES DEPARTMENT REPORT.

The Department of Mines at Ottawa has issued its report of the production of iron and steel in Canada during 1907 and 1908. The present production of iron ore in Canada varies from 300,000 to 400,000 tons per annum; and up to date the total production has reached 5,000,000 tons. Although iron ores are of wide occurrence in Canada, being found in undoubted quality and quantity in practically every province, the development of the deposits has not kept pace with the growth of the country's iron industries.

The plant at Sydney uses nearly 700,000 tons of Newfoundland ore yearly; and since 1896 Canada has imported about 6,000,000 tons of ore for use in her smelters, chiefly from Newfoundland and the south shore of Lake Superior. These importations are made because it



C. A. WHITWAM, LONDON,

Managing Director of the Hobbs Hardware Co., and ex-President of the Wholesale Hardware Association.

retains an active interest, the management being in the hands of C. A. Whitwam. The premises cover a large area on Richmond street between the Tecumseh hotel and City Hall and a welcome will be extended all visitors during the convention.

Columbia Handle Works.

In 1903 W. H. Braddon established a handle factory at Thamesville, and in 1907 it was moved to London. In 1902 when fire destroyed the plant a five acre site was secured by the Columbia Handle Co. and a modern factory erected. Steady employment is given to from 70 to 100 men. On account of the scarcity of hickory in Canada, the company in 1903 purchased the standing timber on 6,000 acres of land in southern Tennessee, and have since added to same. They operate their own saw mill, and cut the timber into the many sizes required for the different kinds of goods, it is then shipped to London, and the manufacture completed. The company, in addition to their Canadian trade, have a large export trade in Great Britain, and have just commenced shipping to South Africa. The different lines manufactured include handles of all kinds, whiffletrees, neck yokes, and other carriage and wagon material.



The New Plant of the Empire Brass Co. at London.

& Ward, Warren Bros. (blacksmiths' tools), Lamb Fence Co., London Concrete Machinery Co., and Ideal Concrete Machinery Co. W. B. Gillespie & Co., retail hardwaremen, 204 Dundas street, control the sale of the Youman's weather strip in western Ontario, it being made for them by the McClary Mfg. Co.

ADDITIONAL EXHIBITORS.

The Brantford Steel Range Co., Brantford, have arranged to make a demonstration of their double-oven range in one of the market buildings behind the City Hall.

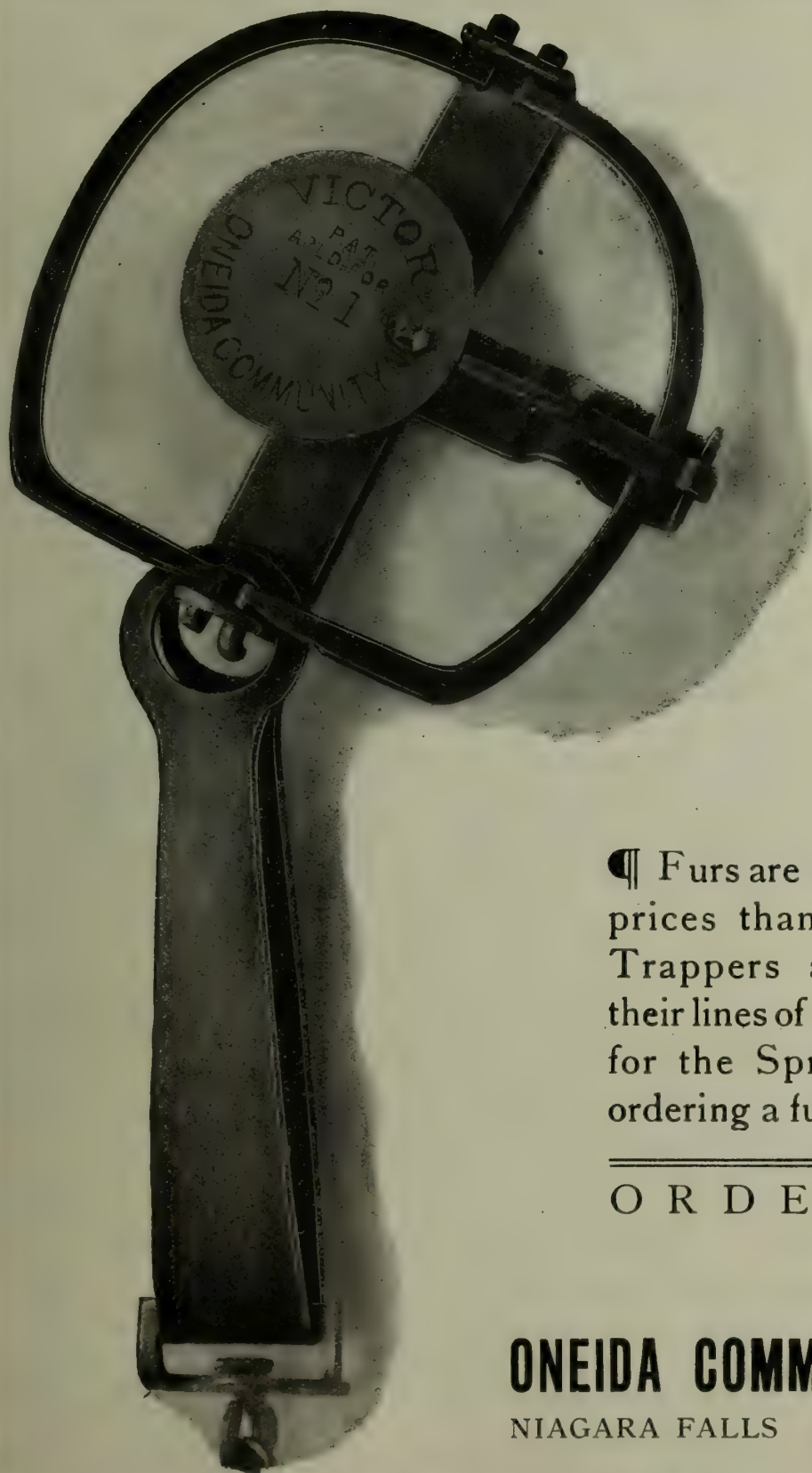
is cheaper to use imported than native mined ore.

At present there are only seven or eight producing mines, but one of which—the Helen—is producing over 100,000 tons per annum.

The report contains other interesting details regarding the iron trade.

P. G. Owen, hardwareman, Strathmore, Alta., is with his family visiting friends in Toronto. Mr. Owen was with H. S. Howland, Sons & Co. in the old days, as also was his wife.

ONEIDA COMMUNITY GAME TRAPS



Newhouse
Hawley & Norton
Oneida Jump
and
Victor Patterns

43 Sizes

¶ Furs are bringing higher prices than ever before. Trappers are extending their lines of traps. Be ready for the Spring trade by ordering a full line of traps.

ORDER NOW

ONEIDA COMMUNITY, LIMITED

NIAGARA FALLS :: :: ONTARIO

Features of London's Retail Stores

**Interesting Points Regarding the Various Retail Establishments
—Visiting Retailers Can Visit Any of the Stores and Gather
Ideas to Carry Home for Future Adoption in Their Own
Businesses.**

Of the pioneer hardware houses of London those of the forties and fifties not a trace remains to-day. The first hardware house of which there is any record or any one has recollection of, was conducted by the late Adam Hope, whose business was largely confined to wholesale. While that house was still in existence, the retail firms of Shaw & Vennor (afterwards C. D. Shaw & Co.), Lionel Ridout, Smith, Chapman & Co., Chas. Warren, and, subsequently, T. & J. Thompson wholesale and retail, came into existence. To-day not even a reminder of any of these business houses remains. In 1854 the firm of Cowan & Wright commenced business, and continued for several years. The late James Cowan (an ex-Mayor), was the practical man, while the late James Wright, who had been a school teacher, looked after the office work. When the partnership was finally dissolved, both members of it continued in business, and to-day James Cowan & Co. (wholesale), the Cowan Hardware Company (retail), and James Wright & Co. (wholesale heavy hardware, saddlery, bent goods, etc.), are among the leading, as they are the oldest concerns of the kind in the city. In each case the business is being carried on by the sons of the deceased founders.

Builders' and Shelf Hardware.

The Purdom Hardware Co., 124 Dundas Street, specialize on builders' and general hardware and have a very well laid out store with a front entrance on Dundas and a rear door on Carling St. The store is narrow, but the fact that all stock can be handled at the back is a great convenience. The accompanying sketch shows the general lay-out of the stock, the sketch being made last spring. A builders' hardware sample room is now being installed on the second floor. Three floors above are used for warehouse purposes and a large jobbing trade is done with general stores in the district. The trade of contractors and architects is also catered to. Special attention is paid to window dressing as well as to profitable specialties, two new silent salesmen having

ing change by the installation of a system of Lamson cash carriers.

Wm. Stevely & Son.

This business was established by the late William Stevely in 1876, on the same site on Richmond street near King which they now occupy. The present



EX-MAYOR S. STEVELY, LONDON,
Whose Telegram Inviting the Convention
to Visit London was Read at the
Hamilton Convention.

building, however, was erected three years ago, the former having been destroyed by fire.

William Stevely died in 1897, since which time Samuel Stevely has been sole proprietor, but continuing under the old firm name. The line of goods handled consist of stoves, ranges and house furnishing goods including enamel and tinware, refrigerators, gas, gasoline and

of the business, was mayor of London in 1908 and 1909.

Gillespie's Neat Little Store.

For a small hardware store carrying a high grade line of goods, W. B. Gillespie Co.'s shop at 204 Dundas street is worth seeing. There isn't much of it but the progressive proprietor has made the most of his opportunity. Mr. Gillespie specializes on shelf goods and specialties, nickel and brass wares, coffee percolators, etc., are prominently featured and a big trade is being done. Several dozen of a specialty in the form of a butter shaper were sold within a week in response to one of the firm's special newspaper announcements. The proprietor and his assistants take turns in calling on factories and contractors for orders. Mr. Gillespie was a partner in the Purdon-Gillespie business until a year or so ago.

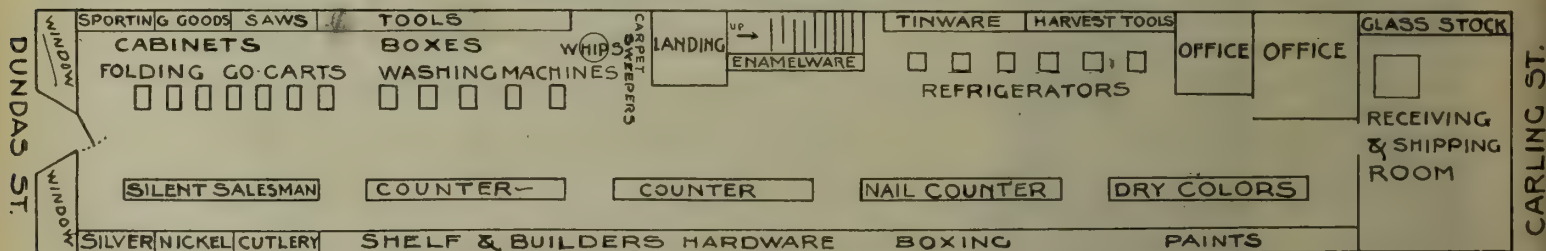
Westman's Remodeled Store.

Westman & Co., 121 Dundas street, London, in re-arranging their store after their recent fire, built their windows ten instead of the usual five or six feet deep, leaving a very wide and deep entrance. The store is about 20 feet wide and it was felt that the deeper windows would make it possible to secure better results from the window displays.

By this plan the passer-by gets a better view of the display from the sidewalk and street.

Mr. Westman has adopted a novel idea which he has used successfully to increase the light in his cellar. The window light was interfered with by a joist which prevented the light from going farther than a few feet; so, after experimenting with bright tin and a small mirror, he secured a long marrow looking glass which he set at a proper angle to catch the light and throw it under the joist and to the back of the cellar, by this means improving the light as far as 60 feet from the window.

A false ceiling has been erected over Westman & Co.'s show windows and prisms used to show light back into the store, this with a new metallic ceiling making the store quite bright. Samples



Floor Plan of the Purdom Hardware Co.'s Store at London.

recently been installed. Cut glass and bath room fittings were recently added and these, with a fine stock of silverware, cutlery, brassware, etc., give the front of the store a fine appearance. A line of wicker clothes baskets has been found a profitable specialty. The length of the store has been overcome in mak-

oil stoves, etc. In addition to this the firm uses the three upper floors, as well as the adjoining building for workshop purposes and employs constantly from 15 to 30 hands in making tin, copper, galvanized iron and black sheet iron wares. S. Stevely, the present head

of goods are displayed on a green baize covering to the doors enclosing plain shelving carrying a stock of builders' hardware and mechanics' tools.

A. Westman, the founder of the business, began filing saws in London in 1867 and three years later put in a stock of

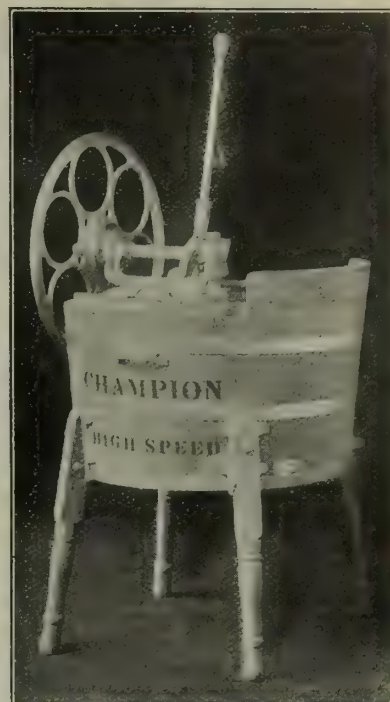
MAXWELL

HARDWARE SPECIALTIES

Will Increase Your Spring Trade

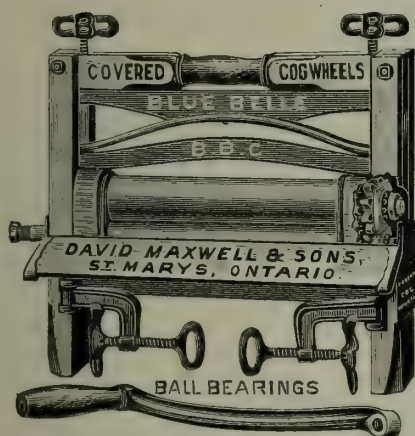
A REALLY good line of machines for use around the house strongly attracts women to your store. That means a bigger trade in staples as well as the business in the specialties themselves.

Maxwell's Washers, Churns, Wringers, Lawn Mowers and Barrows are known throughout Canada as durable, easy-working and thoroughly satisfactory---in fact, as the best line on the market. The new



Champion High Speed Washer

well deserves its name. It has all the good features of the famous "Puritan," with a new momentum driving mechanism. The heavy balance wheel, revolving four times for every stroke of the lever, makes the "Champion" run very smoothly and easily.



The "Blue Belle" Wringer

is, without exception, the best wringer sold in Canada. Solid rubber rolls, *guaranteed for five years*—covered cog wheels, ball bearings, swivel tub attachment. These are some of the strong points that make the "Blue Belle" such a strong seller.

The "Favorite" Churn

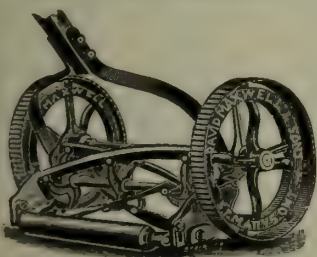
scarcely needs our recommendation as a churn or as a seller. Its record easily proves its superiority, for there are more "Favorites" sold in Canada than all other churns combined. It pays to sell the "Favorite."

Maxwell Lawn Mowers

are noted for their smooth, clean cutting, their easy running and their ability to stand long, hard usage. Both in material and workmanship they are strictly first-class.



The Maxwell Line pays good profits—and wins good customers



DAVID MAXWELL & SONS

ST. MARYS, ONTARIO

hardware. For 35 years he was located at 111 Dundas street, but for the past 7 years has been at No. 121, fire almost destroying the store in August, 1908. The firm has a splendid stove display room on the floor above the store. A. E. Westman, son of the founder of the business is now most active in managing the store, one of his sales plans being to have a canvass made for the trade in butcher cleavers, and for bags and twine from small merchants.

Carriage Hardware a Feature.

The Cowan Hardware Co. is now conducted by David J. Cowan, eldest son of the founder, and R. G. Edgecombe, a staff of forty being employed. The premises consist of two large stores at 102 and 127 Dundas Street, with a shop and warehouse at 91 to 95 York Street. A wholesale and retail business is done in shelf, builders' heavy and carriage hardware, blacksmith, wood and paint shop supplies. Carriage hardware and blacksmith supplies make up the largest part and five travelers cover Ontario, Quebec, and Western Canada. Local travelers also canvass the builders and general stores for business. A fine new office, just completed, is a feature of their retail store. The accompanying picture hardly does the store justice as it does not give a true idea of the depth of the premises.

James Wright & Co., whose premises are located at Clarence and King Sts., also concentrate their wholesale busi-

Hardware Co. An extensive display of stoves and housefurnishings is made and a good bid is made for the trade in builders' hardware.

"Parson's Fair and Hardware" have two stores at 626 and 763 Dundas street, the former being a variety store and the latter a hardware store with bargain counters.

J. A. Page, at Rectory and Dundas streets, has a very compact stove and tinware store, and a large trade is done in roofing, heating work and housefurnishings.

The Wanless Hardware Co., at 866 Dundas street, was established in April, 1909, a specialty being made of housefurnishings and builders' trade. W. G. Francis is manager and he makes a canvass of his customers in the building trade every night.

J. E. Young & Co.

Ten years as a clerk in Westman's store and eight years on the road for the Hobbs Hardware Co. is the experience back of "Jack" Young's plunge into the retail business made in April, 1909, when he took over the McMurtry Hardware Co.'s business at 11 Dundas street. Mr. Young took on the agency for Findlay Bros. stoves after buying the store and has doubled the volume of this branch of his trade. As giving a line on the way the builders' trade in Lon-

hustling for. So I prefer to sell cutlery and my special lines which give me a nice profit and enable me to make more than five per cent. on my investment.



J. E. YOUNG, LONDON,

For Many Years a Traveler but Now a London Retailer.

Specializes on Tinware.

J. A. Brownlee never wrote a book or delivered a lecture on "How to Sell Tinware," but if any of the men attending the hardware convention here next month like to line up in front of 385 Talbot street, the chances are they will imbibe a few points on that very important subject. And if they happen to find the proprietor with a bit of leisure, which is unlikely, they might acquire some valuable information. The only mysterious thing about the Brownlee selling methods, however, is that there is no mystery about them.

Tinware and enamelware are staples of Mr. Brownlee's stock. He has a couple of large, east windows, facing directly on the market square, and uses this strategic advantage to the full. They are always filled—but not crowded—with a selection of articles that are seasonable, if possible, and arranged on some definite plan. Here the price-ticket is used freely; good-sized cards with plain figures, that catch the eye of a possible customer passing, and return to his collection even if consideration of the purchase comes later on. They are not printed, or rubber-lettered; just a colored pencil is used.

There is nothing extraordinary about Mr. Brownlee's buying methods, unless perhaps that he is careful and shrewd. "When we buy at a bargain we sell at a bargain." This is apparently a strong factor in adding to the attractiveness of those price-tickets in the window.

Two Stores in One.

The McLean Hardware Co., 389-393 Talbot street, succeeded the London Hardware Co., burned out eight years



Interior of the Cowan Hardware Co.'s Retail Store on Dundas Street and the Market Square.

ness upon carriage hardware and kindred lines.

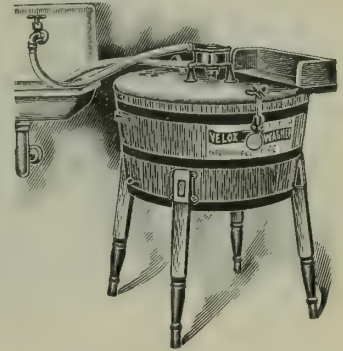
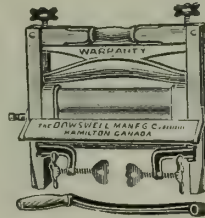
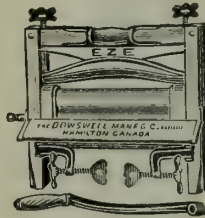
Some East End Stores.

Kilpatrick Bros. have a fine large store at 602 Dundas street, it being established in March, 1907, W. J. Kilpatrick having been with the Purdom-Gillespie

don is cut up Mr. Young writes: "We do not go after contractors' trade, as so many run after this trade which enables them to sell a line of inside lock sets which cost \$3.50 per dozen at \$3.75 per dozen. This is a fair sample of the profits the hardwaremen in London are

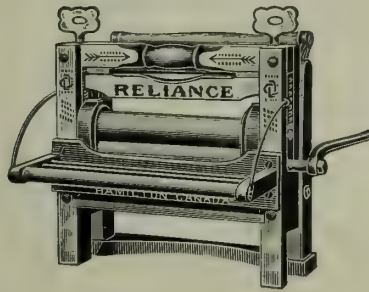
Really Good Reasonably Priced Household Labor-Saving Devices

that are WELL KNOWN and MEET with the READY and STEADY SALE their MERIT DESERVES.

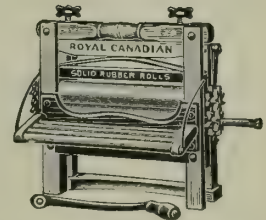


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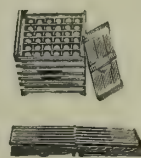
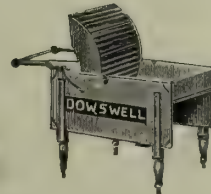
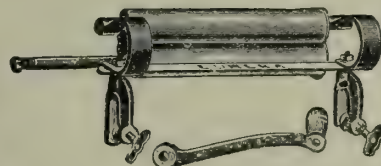
↓ ARROW BRAND



← ARROW BRAND



THE MONITOR
ROTARY LAWN
CLOTHES
DRYER.



An "ARROW BRAND" Tag on a Clothes Wringer Says Everything

Cummer-Dowswell, Limited

Makers,

Hamilton, Ont.

Eastern Agents, W. L. Haldimand & Son, Montreal



ago. Originally they had but the one store shown in the accompanying illustration but getting an opportunity to take over the adjoining store they did

in a roundabout way get from her her name and address and enquire when she will come in again. If she does not come in within a reasonable time, our

instalment housefurnishing business in the city, but this point has only been reached by meeting the needs of our many customers in selling satisfactory goods at prices and terms to suit the working men and women of London.

We carry one of the best assorted stocks in the city, including everything needed for the home from cellar to attic, comprising a very complete line of furniture, stoves, blankets, comforters, linoleums, oilcloth, couches, fancy chairs, parlor suites, music cabinets, etc., which we sell on weekly payments.

We would count it a pleasure to show you anything we have and quote prices and terms of credit which we believe would suit you should you open another account with us.

Thanking you for past favors and soliciting a continuance of your patronage, we are,

Very sincerely yours,

Letter No. 2.

Dear Madam, — Having previously written you re the prospect of future business we are at this time taking the liberty of writing you again with a view to having you come to the store and examine for yourself the many good values we have in general household furnishings suitable for the working men and women of London.

We might say that we can give you a good heating stove for fifty cents per week, a No. 9 steel range with reservoir for one dollar per week, enough linoleum, oilcloth, carpet, or a rug for your room for fifty cents per week, and many



The Hardware Half of the McLean Hardware Company's Store.

so and merged the two together, a sketch of the store as it now stands, being also shown. As will be seen an office in the centre commands both stores.

A specialty is made of catering to the farm trade, about 50 churns and over 100 washing machines having been sold last season. The practice of canvassing farmers for trade has not, however, been adopted. A novel idea is the attachment of the rope coils in the cellar to pulley hanging on a rack over the usual series of auger holes in the floor. Another feature is the arrangement of coil wire in compartments.

Gilean McLean is the head of the business, George F. Mills and Wm. A. O'Dell also being members of the company.

Stove and Furniture Trade.

The Gurney, Oxford Stove Store, at 118 Dundas St., is a good sample of the modern stove and housefurnishings store, it being one of the largest of its kind in the city.

Sutherland Bros., at 141 King street, have a good tinsmithing trade.

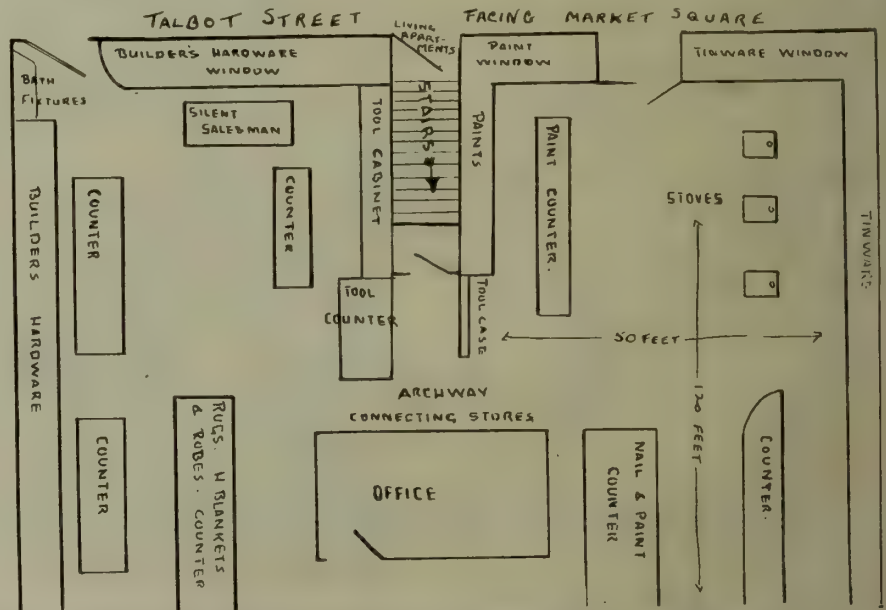
The Ontario Furniture Co., at 228 Dundas street, and J. T. Smith, 723 Dundas street, both furniture houses, show the tendency of the furniture and stove businesses to run together in the cities. The former handles Gurney-Tilden and the latter the D. Moore lines.

Another instance of this is the trade of H. E. Wilson, 375 Clarence street, who explains his system as follows:

"We do a small amount of newspaper advertising but find a space in the Echo (a local weekly) is the most profitable newspaper advertising we have ever done. Our method is to keep men out all the time following up prospects. For instance, a lady comes into the store and enquires for prices on goods. She does not purchase at the time, and we,

outside men call on her with catalogues and price lists. Of course, our business is altogether different from the average as we sell mostly on the instalment plan.

We use two letters which we mail to customers whom we are satisfied to open second accounts with. Letter No. 1 is sent to the customer when her account is paid, and if there is no response we send letter No. 2, and if the customer does not then come in our men call on her. The letters follow:



How the McLean Hardware Co. Merged Two Stores Into One.

Letter No. 1.

Dear Madam,—Finding that your account with us has been paid, we may say our dealing in the past have been very satisfactory, and we have always counted it a pleasure to do business with you.

We are credited with doing the largest

other articles too numerous to mention.

Thanking you for past favors and trusting you will make it convenient to come to our store and inspect our stock in the very near future, we are,

Very sincerely yours,



WE WANT TO MEET YOU at the London Convention

Down here in Montreal we are putting the best that is in us into the GILLETTE Safety Razor. You are adding your salesmanship and turning the whole into money—at a profit to us both.

You know from experience some things that we want to know—what your customers like in the GILLETTE, and what, if anything, they don't like and any difficulties you may have met. Knowing these things would help us make the GILLETTE better than ever.

We know some things about the making of the GILLETTE which perhaps you do not—things that would help you to sell more GILLETTES than ever.

So we think a good talk would help us both—would add to our enthusiasm and later on to our bank accounts.

We will have a GILLETTE Exhibit at the Convention, as usual, and will be very glad to see you there.

Gillette Safety Razor Co. of Canada
LIMITED

Offices and Factory, 63 St. Alexander Street, • MONTREAL

HARDWARE & METAL

Established

1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses:

Canada: Macpubeo, Toronto. England: Atabek, London, Eng.

OFFICES:

MONTREAL - 701-702 Eastern Townships Bank Bldg
Telephone Main 126
TORONTO - 10 Front Street East
Telephone Main 7324
WINNIPEG - 511 Union Bank Building
Telephone 3726
LONDON, ENG - 88 Fleet Street, E.C.
J. Meredith McKim
Telephone, Central 12060
NEW YORK - R. B. Huestis, 1109-1111 Lawyers' Title,
Insurance & Trust Building
Telephone, 1111 Cortlandt
VANCOUVER, B.C. - Room 11, Hartney Chambers
FRANCE - John F. Jones & Co.,
31bis Faubourg Montmartre, Paris
SWITZERLAND - Louis Wolf; Orell Fussli & Co., Zurich

Subscription, Canada and United States, \$2.00
Great Britain, 8s. 6d., elsewhere - 12s.

PUBLISHED EVERY SATURDAY.

THE ASSOCIATION WAY.

About eighty per cent. of the members of the Retail Hardware Association do business in the towns and villages. Headway is being made in some of the cities, in Toronto particularly, but the average member is the broadminded merchant who comes from the town or village.

The steady gain in membership is a sign of a growing realization of the fact that there exist evils in the trade which, if left unchecked, will be destructive to both wholesale and retail branches of the industry. The coming into existence of the association has, in a measure, checked the tendency of jobbers selling to consumers but there is, on the other hand, a growth in the volume of trade done by jobbers with contractors, while jobbers are also doing a questionable trade in acting as supply houses for mail order concerns. This present business may spell future ruin if allowed to continue.

But the hardware retailer's chief enemy is himself and it is well that this fact is being realized. Organized he can co-operate with other branches of the trade in protecting their mutual interests. Unorganized the retailer is the common prey for all classes of competitors. As the Retail Hardware Bulletin has said: "To fight successfully we must first recognize the true enemy, and then plan and carry out a winning campaign."

In a town are two hardware firms. There is plenty of trade in the community to support both and it is foolish to believe that either can drive his competitor out of business or sell all the goods that are needed. Yet that is exactly what dealers are trying to do in

many of our smaller towns. While this bitter local fight is going on, the real enemy, the catalog house, is, almost unnoticed and unopposed, stealing a large portion of the most desirable and profitable trade of the community. No one is to blame but the dealers themselves, and they can never stop foreign encroachment on their trade until some sensible, practical, friendly alliance is arranged for mutual defense and protection.

It is a mistake to blame the farmer for buying of catalog houses. They are sensible men and will buy at home if the local merchants show them in the right way that, all things considered, they can serve them equally as well.

It is a mistake to fight your neighbor with cut prices and shut your eyes to the catalog quotations. You always have a chance at orders filled in your own town, but when they go to Toronto, Montreal or Winnipeg the business is worse than lost.

The "association way" is to get together; to harmonize and adjust local differences! to rise above petty jealousies and trickery; to work for the general progress and prosperity of all instead of crawling into your business shell and wasting your energy in snarling and snapping at every person who happens to handle the same class of merchandise. The association spirit is sensible and it's right. You know it, but do you practice it? That is the question.

THE INTERCHANGE OF IDEAS.

Absolutely new ideas in the business world are about as plentiful as snowshoes in a harvest field—and generally as useful. As an exchange recently pointed out it isn't usually the man who introduces some freakish plan of buying or selling into his business who reaps the biggest rewards, but the man who combines in a broad-minded manner the ideas which others have found practical and efficient. It is for this reason that the growth of the association spirit in the hardware world has proved so beneficial to the trade as a whole.

The hardware dealer who escapes from his local environment occasionally and exchanges ideas with merchants from other communities is apt to do a more profitable business than the one who evolves all of his business plans from his own inner consciousness. Not only will he apply the ideas of others, thereby avoiding many pitfalls, but he will discover, time and again, that some problem which would take much experimenting for him to work out has already been met and solved elsewhere.

But the merchant with the true as-

sociation spirit doesn't depend wholly, or even chiefly, on trade conventions for business-building suggestions. He studies the methods of the various retail merchants in his home town, and looks up the progressive hardware stores when visiting other places. And, by no means least, he reads and studies his trade paper and contributes occasionally himself to the interchange of ideas for which it is the modern forum.

JOHN BULL'S BUSINESS.

The sunshine of prosperity seems to be rising above the horizon in Great Britain, if we can take the figures of its foreign trade for the last calendar year as a criterion.

It is true that there is not a great deal to boast about in these figures. Their importance chiefly lies in the fact that they indicate a recovery in trade.

Both in exports and imports increases are shown, the increase in the former being £1,275,620, and in the latter £31,787,000.

The chief increase in the imports is in raw materials, while in manufactured goods the appreciation is not so marked. In exports, on the other hand, raw materials show a decrease while in manufactured goods there is a slight increase. The chief increase in exports is in articles of food and drink.

The reason there is not much in the figures which permit of boasting is due to the fact that while the foreign trade increased over the previous year it is still a great deal smaller than that of 1907, which was the "top notch" year for the foreign trade of Great Britain, as well as other countries. The imports for 1909 were £21,000,000 less than in 1907, and the exports £47,655,000 less.

The trade of Canada has got back to the figures of 1907, and that of the United States is getting into line. It is to be hoped that during 1910 British trade will also reach the pinnacle of 1907.

There are a good many people in Canada who think that tariff reform would help British trade somewhat, and judging by the elections some of the people in Great Britain are beginning to think so too. What gives the average man the most assurance, however, is the knowledge that when "John Bull" wakes up and decided to do something, he usually does it, no matter what the forces against him may be. He is evidently wide awake to the fact that his prestige in the commercial world has been waning. He now seems to be on the point of deciding that it shall wax, and we may expect to see him ultimately employing the aggressive methods which will bring this about.

If he adopts tariff reform it is to be hoped that he will not forget the still more important factor of judicious advertising.



The Delegates and Visitors

Attending the London Convention of the

Ontario Retail Hardware and Stove Dealers Association

Will be cordially welcomed by our representatives at section **No. 24** Exhibition Hall
We believe our exhibit will have something of interest for you.

ELASTICA { No. 1 For Finest Exterior Work
No. 2 For Finest Interior Work
Floor—For Finest Floor Finish

FLATTINE { Wood Finish—Produces Rubbed Effect over Gloss Finish.
Cabinet—Full Bodied Stock for Rubbed Effect.
Floor—Better than Wax, Safe, Sanitary, Beautiful.

SATINETTE { WHITE Gloss and Flat. The
ENAMEL Immaculate Finish.

KLEARTONE STAINS

Oil—Spirit—Acid

LACQUERET { The Matchless Household Lacquer. All Packages Full Imperial Measure.

KLENSA { Paint and Varnish Remover

MADE IN CANADA

INTERNATIONAL VARNISH CO. LIMITED

TORONTO

Branch of **Standard Varnish Works**

New York

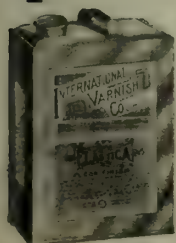
Chicago

London
Melbourne

Berlin

Brussels

LARGEST IN THE WORLD



The Weakness of the Combine Bill

The Bill is All Right as Far as it Goes, but it Does Not Go Far Enough---Should Provide for a Permanent Board such as the Railway Commission.

The bill introduced in the House of Commons by Hon. McKenzie King regarding combines, trusts, mergers and monopolies provides that six or more persons who are of the opinion that a combine exists which is detrimental to the public interests, can make an application to a judge of the High Court for an investigation. The judge having been convinced that a prima facie case has been made out reports to the Minister of Labor. The Minister in turn calls upon each party concerned to appoint a member to the board of investigation. The two members thus appointed select a third who must be a judge. The latter becomes chairman.

This board is to have all the powers of a court of record and can compel attendance of witnesses and the production of documents. The decision of this Board is to be published in the Canada Gazette, and in the newspapers. In addition to the publicity given the Bill further provides that the Governor-in-Council may either reduce or remove the duty on the article affected by the combine, trust or merger. A still heavier penalty is the provision which calls for a penalty not exceeding \$1,000 and costs for each day that the combine continues to offend. The expense of the investigation is to be born by the government.

Under the old law as it stands to day the aggrieved parties must first of all bring the matter before a judge, who in turn reports to the Government, which may, if it sees fit, order an investigation by a judge. All the costs of the subsequent investigation must be borne by the complainants, whether the case is decided in their favor or not.

That this is a costly undertaking to the parties who are suffering from the effects of the combination is quite obvious. It is a decided obstacle to investigation, no matter how illegal the combination may be. The newspaper publishers who caused the investigation into the paper combine a few years ago know this only too well. They won, but as they had to "foot the bill," it was at great cost.

The essential features therefore, in which the new Bill differs from the present Act is that it first of all simplifies the procedure, puts the cost of investigating on the government instead of on the complainant and in addition to the publicity given and the possibility of the tariff being either reduced or

removed altogether, imposes a financial penalty of \$1,000 a day should non-compliance with the law continue.

As far as it goes the bill is an improvement over the law which it is designed to supersede, but while that is so, it is to be regretted that the government did not go still further.

Every fair-minded man, every business man and every student of economics recognizes that one of the conditions of modern business methods is the development of mergers and combinations; in other words of agreements between various classes of mercantile enterprises.

Some combinations are no doubt based on illegitimate grounds. Their sole aim is to bleed the public. But they are not all of this type. On the contrary we believe that the majority of these mergers or agreements are not only based on sound business principles, but on sound moral principles as well. They are merely created with a view to rectifying evils or curtailing cost of doing business.

But as the law now stands the legitimate merger, combination, agreement, or whatever we may choose to call it, is subject to irritating, costly and unjust legal proceedings. This ought not to be, and could easily be obviated if the Government would provide proper safe-guards, and safe-guards which would at the same time protect the public as well as the members of the combinations which were legally and morally sound.

It appears to us that the most simple way of doing this would be for the Government to create a permanent board similar to that of the Railway Commission, which is doing such good work in the interests of the shippers and traveling public of the country. This board could make a tentative examination of any charges made, and if a prima facie case was made out take such steps as would lead to a thorough investigation and the punishment of the parties if found guilty.

No one denies to-day the right of labor to combine for legitimate purposes. No one would probably deny that in theory business men do not enjoy the same right. But in practice they do not enjoy the same right. Wherever and whenever business men combine, merge, or organize in any way the fact is heralded by the daily press as a menace to the public welfare, and

the authorities are forced to prosecute and the members at the combination to protect themselves in a costly, and usually long-pending, suit, whether they are innocent or guilty.

A permanent board such as suggested would protect the public, and at the same time prevent pernicious and unjust prosecutions of business men, whose organizations are founded upon equity and justice.

The weakness of the bill now before the House of Commons, is that it does not provide for this much needed machinery.

GAINING IN PRESTIGE.

H. Occomore, stove merchant and Secretary Retail Merchants' Association, Guelph, was a visitor in Toronto this week, and expressed his intention of attending the retail hardware convention at London. "I have never been at any of your meetings," said Mr. Occomore, "but I'd like to hear your question box discussion, as a business man should never be too old to learn."

"I was talking to a manufacturer a short time ago and he told me I ought to attend the London convention," continued Mr. Occomore, and I told him he hadn't always talked that way.

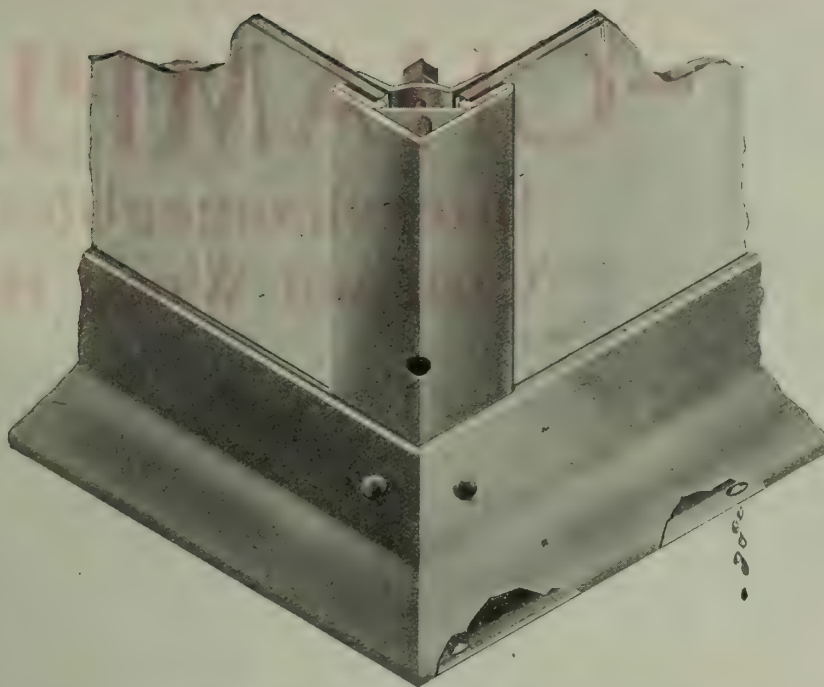
"That's so," he replied, "I used to think the Retail Hardware and Stove Dealers' Association didn't amount to much, but I realize now that it is one of the best things that has ever happened to the trade. Any retailer can go to their meetings and learn valuable lessons, as the class of men who are taking an interest in the organization are a bright lot of fellows."

There's a whole lot in what Mr. Occomore and his friend said. The time was when the association could be honestly criticised as being composed of the smaller men in the trade. But all honor to those smaller retailers who saw a good thing and pushed it along—and all credit to the larger merchants who have recognized that all good movements do not have to originate in the big cities.

There are a lot of good men like Mr. Occomore who will attend the convention for the first time at London and advantage should be taken of their experience in organization work (Mr. Occomore, for instance, is also secretary of the Guelph merchants collection agency). But the men who attended the conventions when they were small (and minus many of the big features of recent gatherings) and those, who during the first year or so dug down into their pockets for the traveling expenses needed to attend meetings should be remembered as the pioneers of the successful association of to-day.

THORNE HOLD-FAST METAL BAR

A comparison of this store front construction with any other will quickly demonstrate its many advantages over all others.



The installing of a modern store front is not an expense but an investment which will show quick returns in increased business.



INSIDE

Write for Prices and Illustrated Booklet.

We are showing a Miniature Store Front at the Hardware Dealers' Convention at LONDON, using this construction entirely. You will then have an opportunity of examining same and see its superiority over all other bars.

WE CARRY IN STOCK FOR BUILDING PURPOSES
EVERY DESCRIPTION OF

GLASS



OUTSIDE

We can supply this in Plain Copper Finish, Polished Copper Finish, Oxidized Copper Finish, Nickel Plated Finish, Gun Metal Finish, Bronze Finish.

SOLE CANADIAN AGENTS FOR THESE BARS

The Hobbs Manufacturing Co., Limited

FACTORIES AND WAREHOUSES

TORONTO

LONDON

WINNIPEG

YOU HAD TO HAVE IT

SO HERE IT IS

The CHAMPION

Interchangeable Gas, Coal and Wood Range



¶ A high-grade Steel Gas Range which in three seconds can be changed to a Coal or Wood Range.

The

"McCLARY" GAS RANGE

¶ New nickel dress, improved design, burns either natural or artificial gas, drip-pan and broiler pan are white enamel.

¶ This cut shows the new 1910 style of the **56 C McCLARY** gas range.

¶ Our foundry staff have been working on this for many months and now they have the most efficient gas range sold.



WRITE US FOR BOOKLET

London, Toronto,
Montreal, Winnipeg

McCLARY'S

Vancouver, St John, N.B.
Hamilton, Calgary

How About Your Oil-Stove Business?

Are you going to keep up-to-date and clinch it with the **"FLORENCE-AUTOMATIC"** line, or stay in the same old rut and compel your trade to secure the "Florence" elsewhere?

THE "FLORENCE-AUTOMATIC" OIL COOKING STOVE

WICKLESS
VALVELESS
BLUEFLAME



NO. 3 - LOW—Three powerful burners—Oil Reservoir holds one gallon—Height, 17 in. Top, 16 x 35 ins. Weight, crated, 64 lbs.



Steel, Double-Wall Oil Stove Oven

The class of oil stove you buy this season decides the number of oil stove customers you will have the following season. We handle the **"FLORENCE-AUTOMATIC"** which is undoubtedly the best on the market. It is the stove that will give satisfaction, for it is constructed with the view of reducing and eliminating the objectionable features in other oil stoves, and the success which accompanied this endeavor eclipsed our highest aims. We have them in both the high and low styles with either two or three burners.

Try two or three **NOW** and place them in your window. They are a good selling line from the point of quality and profit also.

London, Toronto,
Montreal, Winnipeg

McCLARY'S

Hamilton, Calgary,
Vancouver, St. John, N.B.

Suggestions for Hardwaremen to Adopt in February

Hardwaremen Should Get Ready for the Coming Spring Demand—The Advantages of the Bargain Table in Getting Rid of Dead Stock—A good Plan is to Alter Store Interior display Frequently, so That Customers do Not Get Accustomed to Seeing a Particular Article in the Same Place—Best Results in Window Displays can Alone be Obtained From Persistent Effort—A Clever Way to Advertise the Store—Get Busy After Unpaid Accounts, and do not be Afraid to Order Well Ahead.

If a hardwareman has neglected to tackle his inventory during January, then he should not fail to do it early in February. Every week of delay brings him nearer to the opening of spring, and crowds together various details, which are a natural sequence of the stock taking. Unless there is some very good reason, the inventory should be out of the way by the middle of the month, at latest, and the merchant not only figuring out his new stock, but planning and putting into effect improvement in the store, and its system, which have been suggested by the past year's working. To take a full measure of success from the spring trade that is coming the hardwareman should have everything in readiness. His new stock should be on the shelves and counters, if any decoration or alteration of the store had been decided upon it should be finished with, and like a wary general his whole force of salesmanship should be ready for a general advance.

Getting rid of Dead Stock.

Merchants do not take enough advantage of the bargain table. This is an excellent way for getting rid of dead stock and very broken lines, and is in itself an advertisement for the store. Nothing draws the womenfolk like a bargain, and once get a woman familiar with the hardware store, she is more likely to become a regular customer. Of course, if the merchant runs a bargain sale he should be very particular in announcing that it is a sale, and that the opportunity afforded then would never be repeated. This will not only add to the draw, but prevent customers from saying in the height of the spring demand, "why I bought a similar article here at the commencement of the year for half the price." The sale should be a regular clearance. Better sell stock below cost than keep it encumbering the shelves, and tying up so much money. But be sure, if any real bargains are given, that the stock offered is really dead stock. There is a difference between goods that are dead, and goods that for the time being the demand has swung away from. But if the merchant holds a sale, let it be a sale and not the bringing forward of a few leaders.

Alter Store Interior Display.

• It is a good plan to rearrange the stock this month, especially if the store be small in size, and the district a limited one. If customers, coming regularly

into the store, notice that certain articles have been in the same place for months, they not only get prejudiced against those goods, but the thought arises that the merchant cannot be doing so very well. It is against the best interest of the store that customers should become familiarised with any article. This can easily be avoided by a regular rearrangement of the store interior. Shift the enamelware to another shelf, have the stoves placed to the right of the store instead of the left. It does not matter what alteration is made, so long as customers notice a change, and cease, maybe, looking for a particular article in a particular place. By frequently changing the interior display, not only is the impression given that the stock is always new, but a freshness is lent to the store that is worth much to the merchant.

Window Display Campaign.

A month ago we referred to the advantages of following out a window display campaign, and we would like to repeat once more the good results that must follow a regular series of window displays, and the lack of forces that follows intermittent displays. Referring to this a writer says that spasmodic window dressing is very much like spasmodic advertising. It usually drops out just at the critical period. Advertisers understand that, as a rule, the results of advertising are cumulative. The public need to become acquainted, and to acquire confidence. For this reason advertising does not always do its best at first, but grows in effectiveness from day to day. In other words it does not jerk, it pulls. The campaign also needs intelligent direction. It is exactly the same with window displays. The best results can alone be obtained from steady, persistent effort along well-thought-out lines. Window dressing campaigns should be planned in advance. This prevents careless, slipshod, and purposeless methods and gives unity and strength. Make each window display tell something. Change the displays every few days, and remember that the window together with the newspaper is the point of contact between the store and the store and the public. This is the skirmishing line thrown out to draw on the engagements.

A Clever Advertisement.

A very clever instance of local advertising recently came under our notice. A

hardware merchant instead of employing lads to push circulars through letter boxes and under doors, where they usually find their way to the waste paper basket unread, had some neat little blotting paper calendars printed, which he gave away every month to the children who passed his store on their way to school. The calendar for the month was printed at the left-hand top corner of the paper, and at the opposite corner was a maxium such as "Observation and application, the two chief aids in education," or "Observe when passing the store window the articles displayed, and see how many you can remember when you get home." This was especially neat. Not only did the children take care of these blotting pads, but they talked of them at home, and thus interested the older folk. The chatter of the children about the articles in the window mean't a great deal of advertising to the merchant, and the cost was very little. It is novel ideas of this description that are the most effective. The most costly form of advertising is not so effective as some little simple scheme, if the latter is more novel and attractive in character. In advertising more attention should be paid to the indirect influence that children have upon the opinion of the household. Their talk around the supper table, their chatter at odd minutes, is worth much more than advertising matter addressed to the older folk, which is more often than not thrown away unread.

Go After Back Accounts.

February is a very good month in which to make a strong onslaught on back accounts. If unpaid bills are allowed to run on until the consumer comes in with his spring requirements, then there will be more trouble than ever in getting the account settled. The merchant is not a banker. It is not his place to carry a customer, and no dealer should allow a bill to remain long unpaid. It is not business, and it does not really make him any the stronger with his customers generally. No man has any right to be offended if he is asked to settle on a back account, and if he does get offended then the dealer is all the better without that particular customer, as the individual in question probably never meant to pay, without a great deal of trouble. Of course, there are two ways of asking for a settlement of an account, there is the courteous and the uncourteous. Ask politely, but firmly for a settlement, and see that it is made. The fact that a merchant gives long credit soon percolates through the district, and people expect it in the end. Whereas if the merchant adopts a rigid system of account collecting his customers get accustomed to it, and they are not led to expect the dealer to carry them for months.

Mr. Hardware Man

London; Jan. 29th, 1910.

Attending the Convention

London, Can.

Dear Sir :

We presume you Hardware Men will be painting our City red during Convention week. Well ; go to it, you have our best wishes, and as much help as you may wish to call for.

Now don't forget to call upon us while here and make yourselves entirely at home. While we have a representative upon the Committee in charge of affairs, we are afraid that he may be too fully occupied to attend to all. We would ask therefore that you do not feel slighted, but remember that there are more of us at Headquarters, who will only be too pleased to discuss all matters at length, and also to aid you in every possible way that they can.

We would call your attention before closing, to the lines that we manufacture, as a guide to you in "The Made in London Materials." They are :--

Washing Machines. The Thermo is one of them ; Wheelbarrows, Forges, Blowers, Drilling Machines, Blacksmiths' Supplies and Machine Tools, Hardware and Builders' Supplies, Cider Mills, Bone Cutters and Dairy Supplies, Iron Construction Work, Water Works and Sewer Goods, Hydrants, Valves, Manholes, etc.

Wishing you a most profitable and enjoyable time at the Convention, and welcoming you to our City, we are

Yours very truly

THE LONDON FOUNDRY CO., Limited

London, Can.

P.S. We are situated on Thames Street at foot of King, 5 minutes' walk from Convention Hall.--L. F. Co.

A Great Selling Team

¶ Buyers must be moved through several steps to be brought to the buying point.

¶ They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action—to closing.

¶ Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.

FENCE STAPLES

The farmers will soon start repairing their fences, and of course will require Fence Staples.

When ordering, specify



MADE BY

The Montreal Rolling Mills Co.

There's Over 45% Profit

Pure Boots! Pure Wag

One has as little meaning as the others. It's r
Paint is the most efficient paint. We are so su
the top of every can, guaranteeing ab-so-lute-
five years. This is a Guarantee of Durability—
and protection to you and your customers. It
than any guarantee of mere purity can possibl
In addition to offering you an absolutely guar
we have originated a most unique and effectiv
business for every Sterling Agent.

Now, Mr. Hardwareman, what are you going to
your door. Open your door and grasp "Opportu

We shall see you at the London Convention. Make a "Be

Canadian Oil Companies, Limit

**STERLING—THE ONLY PAINT THAT IS BAC
GUARANTEED F**

for You in Sterling Paint

ons!! Pure Paint!!!

sults that count in paint. Sterling
e of this that we paste a label on
that Sterling Paint will wear for
permanency—it means satisfaction
s infinitely more effective as a sales-promoter
be.



anteed paint, and a profit of over 45 per cent.,
plan of advertising. This plan means bigger

do about it? This is "Opportunity" knocking at
ity" before the other fellow gets ahead of you.

ine" for Booth No. 12 and get the Sterling Proposition.

ed, Paint Department, Toronto, Ont.

ED BY A DEFINITE ABSOLUTE GUARANTEE
R FIVE YEARS



Business Methods of Canadian Hardwaremen

Suggestion Made That Boy Be Hired to Attend the Door During the Holiday Season—General Merchant in Small Ontario Town Issues a Catalogue for Holiday Trade—Another Country Merchant Runs a Special 9-cent Sale—Novel Skate Window Display—Poor Use of a Circular by Toronto Hardwareman.

Value of Circular Destroyed.

Toronto, January 25.—A Toronto suburban hardwareman recently secured from a jobbing house a supply of printed circulars entitled "Everything in Hardware" and distributed them throughout the district the store aims to serve. At the bottom of the circular a space was left for the merchant to print his firm name and store address. Instead of doing this properly, however, by sending the job to the printer, the hardwareman did the job himself with a rubber stamp, this being so large that it covered part of the printing on the circular. This was bad judgment on the dealer's part. It was poor economy and more likely to drive trade away than bring it to the store. The average reader of the circular would look upon the merchant as close fisted and unenterprising. Then, too, it wasn't fair to the jobber as when a manufacturer or jobber goes to the trouble and expense of supplying printed circulars for distribution the merchant should carry out his part of the enterprise by distributing them in such a way as to bring results.

W. W.

SKATE WINDOW DISPLAY.

Medicine Hat, January 22.—Herbert S. Doan, with the Marshall Hardware Co., recently showed a very attractive window featuring only one line of goods—skates. In the middle of the background was a framework made of the rims of buggy wheels, over which white bunting was pleated. The white pleating was divided horizontally by rows of red ball puffing. White bunting pleating trimmed with red ball puffing was also used at the bottom of the background on either side of the middle. At each side was a large lithograph showing a woman skating. On the floor of the window glass was laid to represent ice with cotton batting around the edges to imitate snow. A little girl's figure was posed at the edge of the ice in the attitude of putting on her skates. Branches of fir trees were used for bushes around the edges of the ice. Over all diamond dust was sprinkled to give a frosty appearance. Skates of all kinds were shown on the floor and all over the background.

G. W.

A SPECIAL 9-CENT SALE.

Hartford, Ont., January 21.—A three-day nine-cent sale was a merchandising idea by which B. W. Thomas, general merchant, of this place, doubled one

week's business. The figure 9 was featured in all prices. Thus, men's regular 50-cent shirts sold for 49 cents, men's 75-cent black overalls for 69 cents, 10-cent prints for 9 cents, 9 picture post cards, 9 cents, and so on all through the store. "It doesn't look like much of a saving," said Thomas in his store paper, "a ten-cent article for 9 cents, but see what a lot of 10-cent articles you buy; this sale really gives you 10 per cent. discount."

Of course, in connection with this sale, there had to be a curtain raiser, something that would start it off with the proper swing. Coal oil was chosen as the introductory lubricant. "Store News" advertised that for one hour, from 9 to 10 o'clock Tuesday morning, 99 gallons of best coal oil would be offered for sale, not more than three gallons to one customer, at 9 cents a gallon. That was some reduction and there were not many homes in the neighborhood who weren't represented by their oil cans. To adequately handle the demand, 160 gallons were sold in that one hour. Each day had its special, and the sale was a big success. It was advertised two weeks ahead, in the store paper, distribution being made through the school children. It was found, however, that the advance notice was a trifle too long, as some of the people became mixed in their dates, and mislaid the paper. Mr. Thomas' experience is that one week would have sufficed.

The announcement in "Store News" pointed out that there was nothing bought on purpose to give the people a low price, thus sacrificing quality, but that it was one way of advertising the store. Another attractive feature was that all change was made in "crisp new bills," "new sunny silver" and "bright coppers."

D. G. R.

MEETS OUTSIDE COMPETITION.

Brownville, Ont., January 25.—N. W. Corbett, general merchant, believes in using the weapons of the mail-order houses to meet their competition. He claims that his plan has been successful. He had published a catalogue 8½x6 in. in dimensions just before Christmas. It contained 16 pages exclusive of the covers, the first being introductory in its purpose and the others taken up with different departments such as toys, chinaware, cutlery, lamps and clocks, furniture, dry goods, wall paper, hardware and groceries.

When it is considered that Brownville has a population of less than 500, Mr.

Corbett's progressiveness is to be commended. In discussing the results obtained by issuing the catalogue Mr. Corbett says: "I got it out for the Christmas trade and found it to be a very profitable investment. In the grocery line I met or beat prices of the Toronto departmental stores, as they are working the country harder every year. I think if all stores would work along the same line, they could hold at home a lot of trade that goes to Toronto."

No one will question Mr. Corbett in his contention. It takes aggressiveness and a spirit of determination sometimes to overcome outside competition and protect home business. There are many merchants throughout the country who would consider the getting out of such a catalogue as a pure bill of expense. They think that if they were to spend five or ten dollars on a catalogue, that so much money had been wasted.

Mr. Corbett's catalogue is nicely illustrated and contains several introductory talks at the tops of the different pages before prices are quoted.

C. G.

THE BOY IN BUTTONS.

Ottawa, January 24.—"Why haven't you a boy to open and shut the door?" Such was the query made by an experienced business man to a hardware merchant during the holiday season. The hardwareman suggested, that at the time it wasn't worth while, as there were but a few days before Christmas. But the other argued that just such attention would cause comment, and indicate that the customers' care was being considered. "Why," said he, "I've jumped over a counter to open a door for a lady, and that was in a general store in my young days."

Come to think it over there is some good, sound reason in the remark. Take for instance on a cold day, ladies probably encumbered with parcels endeavoring to open and close your store door. How much easier you could make it for them by having a young fellow assigned to that particular post of duty! Your clerk or you, invariably offers to open the door for a lady customers' exit, and were a boy at the portal the clerk's time would be saved and at the same moment possibly someone's impatience relieved. Little courtesies breed business germs, and the more germs the greater your year's profits.

This boy could also be found very useful each Saturday during the year, as that is the busy day of the week. Remember it for the next holiday season or better still, try it next Saturday.

G. E. M. H.

Robert Smith, Bolton, was a visitor at the Toronto office of Hardware and Metal on Thursday.

W. C. Helliwell, manager of the Winnipeg branch of the Gurney Foundry Co., is spending a fortnight in Toronto.

The
Hobbs Hardware Co.
Established 1876 LIMITED

LONDON
AND
TORONTO

Most Hardware Dealers know
that we lead in

Builders'
Hardware

Binder Twine

Cutlery

Cordage

If in doubt

Call

Be

Convinced

Right Goods

The dealer who wants to supply his trade with goods that he knows will give satisfaction—who wants to build for the future—will sell

ASBESTOS SAD IRONS

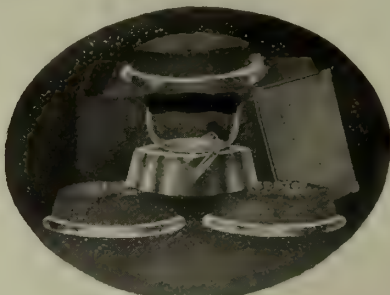
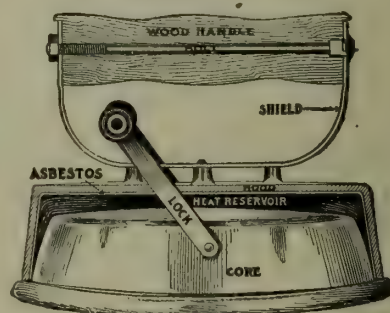
AN IRON FOR EVERY PURPOSE

We like to have a dealer and his salespeople study the merits of our line. The careful and accurate construction of every iron proves that we are taking proper care of the prospective user.

Starting with a true scientific principle, every detail is worked out to give Asbestos Sad Irons maximum efficiency.

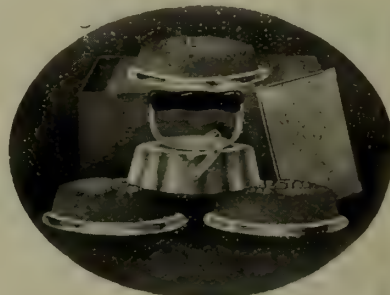
Look the iron over. Notice the core, which is a solid casting of grey iron; the perfectly ground surface with rounded edges to prevent drawing and tearing thin fabrics; the asbestos-lined hood, which leaves a dead-air space around the core and acts as a heat retainer; the handle, which conforms to the hand and is always cool; the simple, sure lock.

Tell your customers about these advantages and cash up on the merits of the Asbestos line.



No. 70. Laundry Set

A staple with 75 per cent. of the hardware trade. Consists of three double-pointed Cores with Hood and asbestos-covered Stand.



No. 100. Laundry Set

Preferred by discriminating ironers for polishing. Contains Hood, Stand, two double-pointed Cores and one square heel Core with rounded heel for polishing.

The Dover Manufacturing Co.

Right Methods

Another feature which influences the wide-awake dealer in deciding which line to "shove" is protection in the all-important matter of PROFITS

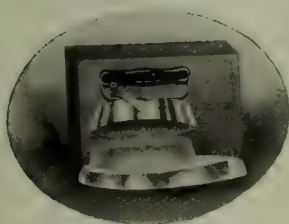
ASBESTOS SAD IRONS

AN IRON FOR EVERY PURPOSE

Knowing that a dealer requires a certain margin to justify his giving attention to the sale of any article, we have kept his interests in mind by fixing restricted prices on Asbestos Sad Irons.

It is encouraging to know that the most aggressive members of the hardware trade favor our policy. Asbestos Sad Irons are given preference by those who are the best exponents of clean and progressive merchandising.

We have organized a Dealers' Aid Department to assist the trade in distributing the maximum volume of our product. Our representative at the London Convention will be glad to tell you how this department can be of service to YOU.



No. 50. Flounce Iron

Does the ruffles without ruffling the temper. Ladies say there is no iron like it for shirt waists.



No. 196. Household Set

The complete ironing outfit provides the ideal iron for each requirement. Contains a Pressing iron, two regular Laundry irons, a Flounce, Sleeve and small Polishing iron with two Hoods, two Stands and a Waxer.



No. 40. Sleeve Iron

The best size for sleeves, baby clothes and all tight places where a regular laundry iron is cumbersome.

Be sure to see our display and talk with our representative at the Convention, or, if you do not attend, write us for helps and suggestions to sell Asbestos Sad Irons.

Canal Dover, Ohio, U. S. A.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 82.

MARKETS IN BRIEF.

Montreal.

Copper—Cut of $\frac{1}{2}$ c.
Tin—Cut of $\frac{1}{2}$ c.
Cast Scrap—Now \$15.
Linseed Oil—2c advance.

Toronto.

Turpentine—Up 2c.
Linseed Oil—Advanced 2c.
Hack Saw Blades—Higher grades up about 5 per cent.
Old Brass, Lead and Zinc— $\frac{1}{2}$ c higher.

MONTREAL.

Jan. 28.—Trade is now showing up very well. Buying is general from all parts of the country, and as there is still very little buying ahead it is apparent that all the metal is being used, a very good sign for future business. Jobbers are not only pleased with the improvement this week, but say that prospects look exceedingly healthy, travelers sending in very confident reports. Users seem assured as to great consumptive activity for the finished article showing later on, and there is no doubt that a steadily rising market would greatly stimulate ordering.

Sagging in the primary markets has induced a cut in tin and copper, although trade locally has been good in these metals. The pig iron situation is about the same. There is a call on store iron, and the fact that Canadian furnaces are so full up with business makes the drain heavier on imported iron. The larger users are through with their old stock or nearly so and further consignments will soon be necessary from the Old Country. Canadian furnaces are still not looking for fresh business, but the pressure of old orders is not now so great. Prices remain firm.

Pig Iron.—Imported pig is going out ex store in steady quantities, and warehouse stocks already show signs of shrinkage. Larger users are placing some heavy orders and plenty of pig will be wanted in the country before the opening of navigation lowers the price. Home furnaces are steadily catching up with specifications, and the pressure has lifted a great deal. Prospects look exceedingly healthy. The situation in the States has varied but little. Pig iron shows an improvement in activity, but the finished steel trade is on the quiet side. The elections in the Old Country have been disturbing the pig iron and steel trades as other industries, but the tone of the market is good, and higher figures are expected when the political crisis is over.

Tin.—With tin showing a sagging in the English market, local prices have been cut $\frac{1}{2}$ c., and jobbing quotations are now at 35c. Trade is good, especially so for the time of the year, and jobbers are quite satisfied. Stocks in users' hands are practically nil, and there is every prospect of a very active consuming demand appearing before long. Inquiries show that a very close watch is kept upon the market. The English tin market has been disappointing, the market being easy. Buying seems to have

fallen off, but with the Banca sale now out of the way, prices should improve.

Copper.—With fluctuations in London, and a slight sagging tendency in New York, local quotations have eased off a little, and with a cut of $\frac{1}{2}$ c. jobbing lots are now at 14 $\frac{1}{2}$ c. Some good orders were placed during the week, while the low stocks make it evident that a steady demand will be in evidence right through the rest of the winter. Inquiries keep well up, and the prospects look very cheerful indeed. The New York market is reported extremely quiet, while exports show no improvement. At this rate the recent improvement in the stock situation will soon be lost. More than ever is it apparent that some restriction of output should be introduced. It is stated that specifications on old contracts are coming in more freely, which is a hopeful sign.

Spelter.—The market continues firm, with orders coming in steadily and in fair strength. There is no change in prices, although the slight sagging noticed at St. Louis is affecting the market somewhat. A heavy demand from the large galvanizing interests is expected early in the year. The English market keeps strong.

Lead.—Lead remains unaltered. The recent improvement in trade keeps up and satisfactory orders have been received. The English market shows signs of sagging again, but not enough to affect local prices. The Old Country market is reported as being without character.

Scrap.—Buying is still on the quiet side, while on the other hand there is little scrap offering. Cast iron is somewhat scarce there being a steady movement to Ontario, and prices have advanced to \$15. The other lines remain unchanged. We quote: Heavy copper and wire, lb., 11c; heavy red brass, 10c; light brass, 6 $\frac{1}{2}$ c; tea lead, 2 $\frac{1}{2}$ c; heavy lead, 2 $\frac{3}{4}$ c; scrap zinc, 3c; No. 1 wrought iron, \$12; machinery cast scrap, \$15; malleable, \$9; miscellaneous steel, \$7.

TORONTO.

January 28.—January's trade in metals has been pretty good. Certainly the movement of the latter part of the month is much better than the beginning. The market is firm, not a single price change being noted. Inquiry for spring is fair, but little talk is heard of futures beyond July. Pig iron is the line most in demand.

Pig Iron.—Quotations remain unchanged at last week's figures, and this condition has a steadying effect on buying. Both domestic and imported iron is firm at the figures asked. Summerlee ranges from \$23 to \$24; Middlesboro No. 3 and Cleveland, \$22; Glengarnock, \$23.50; Jarow and No. 1 Clarence, \$21.75; and Canadian foundry iron, \$22. Demand is much better than at the beginning of the month, and much improved over January, 1909, though is hardly up to the pace set during the fall and early winter months. Spring prospects, judging from inquiry, are good.

Tin.—This metal is slightly firmer in outside markets though unchanged locally. The Toronto quotation for hundred pound lots is \$35, with demand quite active. The production last year amounted to some 93,000 tons, three-quarters of which came from southeastern Asia. The supply while increasing yearly is still insufficient for the demand. North America consumes about 50 per cent. of the world's tin, and Great Britain 30 per cent.

Copper.—Firm to-day, although earlier in the week the local market in sympathy with outside centres was slightly weak. There is plenty of enquiry, and this no doubt has tended to keep the price at 14c and 14 $\frac{1}{2}$ for casting and lake ingots. Production is still high, though the rate of increase is not up to the standard set last fall. The railway strike in the western States and the cold weather in British Columbia have handicapped production.

Lead.—The local situation remains unchanged with the quotation still at \$3.85 for imported and 10 cents less for domestic lead. The English markets are decidedly strong, and at present it does not look as if there will be any lowering of price in the immediate future.

Sheets and Plates.—Very active are both these lines. Forward and spot shipments are at the top notch in movement just now. Prices though at last year's figures—(the new prices are not yet issued)—are firm.

Spelter.—This metal is slightly easier this week, due to some old spelter being offered for sale. The quotation remains at \$6. U.S. spelter is easier than last week.

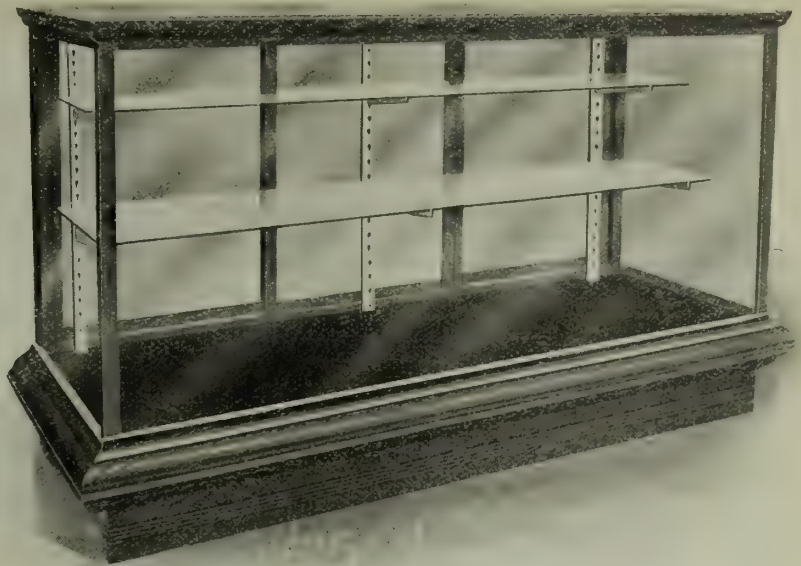
Old Material.—Heavy brass, tea lead and scrap zinc are the old metals slated for increase this week. There is somewhat of a lull in iron buying, all the mills reporting large stocks on hand. Dealers' buying prices are: Heavy copper and wire, lb., 11 $\frac{1}{2}$ c; light copper bottoms, 10 $\frac{1}{2}$ c; heavy red brass, 10 $\frac{1}{2}$ c; heavy yellow brass, 8 $\frac{1}{2}$ c to 9c; light brass, 6 $\frac{1}{2}$ c; tea lead, 2 $\frac{1}{2}$ c; heavy lead, 3c; scrap zinc, 4c; No. 1 wrought iron, \$11; machinery cast scrap, No. 1, 15.50; stove plate, \$13; malleable, \$8; miscellaneous steel, \$6; old rubbers, 9c.

U.S. IRON TRADE.

Cleveland, O., January 27.—The Iron Trade Review says: The iron and steel industry is passing through a stage which is marked by a quiet tone in new business in finished material, but from the standpoint of mill activity is as vigorous as ever. More deliberation in the undertaking of new enterprises in the market is to be noted, but this is scarcely surprising in view of the heavy tonnage that many customers still have to their credit upon mill books, and which though specified, has not been delivered, owing to the flood of business sent in upon makers during the past six months, causing shipments to fall far behind. The favorable feature of the

To-Day

the hardware store without its goods well displayed in modern cases is like a watch without hands—time goes just as fast, but the main purpose is not accomplished. Your store may be paying, but is it paying the maximum profits possible? Show goods **well** and sales will result.



We make other styles of cases, which we will cheerfully show at our factory when you are attending the Hardware Convention. Take Dundas Street car to the door.

Dominion Office and Store Fitting Company

LIMITED

1115-1125 Dundas Street, LONDON, Canada



YOU

enhance your reputation and your customers get safety if you sell our

SHELF-LOCK STEP LADDERS

Absolute rigidity is their leading feature. We make all kinds of ladders.

WRITE FOR CATALOGUE

The STRATFORD MANUFACTURING CO., Ltd.

STRATFORD, CANADA

HOCKEY STICK SPECIALISTS

The present is an age of SPECIALISTS.

WHY? For the simple reason that the manufacturer who devotes his whole time and energy to a SPECIALTY is able to produce a superior class of article.

We, as SPECIALISTS, out goods of a QUALITY through the usual channels.

are in a position to turn heretofore unobtainable

We Guarantee All Sticks Bearing this Trade-Mark To be Made of Thoroughly Seasoned Selected Stock,



Which Have Been Scrupulously Examined And Graded by Experienced Inspectors At the Factory.

SIX REASONS

WHY YOU SHOULD BUY "ST. MARYS" HOCKEY STICKS

1. Our factory was designed and equipped SPECIALLY for the manufacture of HOCKEY STICKS.
2. WE USE ONLY THE BEST MATERIAL OBTAINABLE.
3. They have the "Sure Grip, Anti-Bliater" handle when so ordered.
4. The design and finish are unequalled.
5. Special care taken in BRANDING makes our sticks attractive and more easily sold.
6. THEY LOOK WELL, SELL WELL, AND LAST WELL.

FULL LINE ON EXHIBITION AT HARDWARE CONVENTION IN LONDON

The ST. MARYS WOOD SPECIALTY CO., Limited
ST. MARYS, ONT.

situation remains the strong specifying movement against contracts by consumers, indicating the sound condition of the allied commercial lines throughout the country.

In some products the general tone of the market shows additional strength. The sheet situation continues especially active, both in new offerings and in mill orders entered, and the factor of deliveries has become of increasing importance in this material. Premiums up to three dollars a ton on blue annealed, and of two dollars a ton on galvanized

sheets for prompt delivery are being offered in some sections, but the general Pittsburg base prices remain unchanged. Some premium business is also being done in tin plate. In those lines where specifications have fallen off somewhat, such as tubular goods, wire products and plates and shapes with some makers, there is an improvement in the promised deliveries. The overloaded steel bar mills, however, are not participating in this development and some of the leading producers report new bookings practically up to plant capacities.

HARDWARE MARKETS

MONTREAL.

January 28.—Spring goods are going out well for immediate delivery to the Northwest. The generally assorted character of the consignments shows that stocks are low in every direction. Travelers report a very good tone among the trade, and the opening of the spring consumptive call is eagerly awaited. Among the articles prominently moving are screen doors, spring hinges, green wire cloth, poultry netting, fencing wire, refrigerators and lawn goods. Builders' hardware is also in good demand.

The east is not taking much spring stuff as yet, although booking is showing great improvement. General hardware is in fair demand, however, and it is evident that the consumptive demand is steady all the way round. Builders' hardware is very prominent, while miners' supplies are active. Jobbers are now paying close attention to the mining districts, and some large orders have come through. Good sized lots have been booked for Porcupine, where great scenes of activity are anticipated this year. Maple sugar appliances are showing activity.

No change in prices is announced of any importance. The markets are firm all the way round, and dealers are fortunate that the markets have not shown much higher figures considering the state of raw materials generally.

Spring Lines.—Spring lines are moving steadily out to the Northwest. Orders show improvement every week, and large consignments in fencing wire, green wire cloth, screen doors and spring hinges, mowers, hose, sprinklers, refrigerators, carpenters' tools and builders' hardware are noticed. The east has not commenced to take delivery generally in spring lines, but is placing good orders for future shipment. General shelf hardware, however, is prominent showing that stocks are on the light side, and that a steady consumptive demand has been showing all the way along. Some good assorted lots of enamel and tinware have been dispatched. The market is firm in tone.

Builders' Hardware—Builders' hardware continues to show excellent strength, and good assorted orders are going out not only east but to the northwest. Building prospects look exceedingly favorable all over the country. No changes are announced, and we quote: Lock sets (inside), \$4 per doz. and up; lock sets (outside), \$13.20

and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32½¢ to 33¢.

Sporting Goods.—Excepting for fishing tackle, sporting lines have not yet commenced to show seasonable activity. There is practically no movement in guns and ammunition. Baseball outfits are showing a little demand, but other lines are on the quiet side.

Bolts and Nuts.—There is a strong movement in bolts and nuts from all parts. Construction work is good, and manufacturers are taking well assorted lots. The market is firm and we quote: Discounts on carriage bolts, ⅜ and smaller, 66 2-3; machine bolts, ⅝ and less, 6, 10 and 5; coach screws, 72½; stove bolts, 80 and 7½.

Miner's Supplies.—Jobbers are looking keenly after the mining districts, and are augmenting their forces in this direction. A strong demand is expected from the various camps. Porcupine is the latest district to take goods, and already assorted orders are going that way. The market is firm, and we quote: Miners' picks, 16½¢ a pound; prospectors' hammers, 16½¢; pick handles, \$1.85 a dozen; drilling hammers, 6¢ a pound; crowbars, 3½¢; drill steel, 8¢.

Lumbermen's Supplies.—In addition to good assorted orders, heavy consignments of ball and heel calks are moving out. The market is firm and we quote: Cant hooks, \$12 a dozen and up; axes, \$6.50 a dozen and up; axe handles, \$1.15 and up; cross-cut saws (inferior) 25¢ a foot and up; better grades, 43¢ per foot and up; axe wedges, 25¢ a dozen and up; ball calks, \$4; heel calks, \$4.25.

Wire.—Fencing wire is moving out in added strength to the northwest, while booking is improving for the east. The market is in good shape, and we quote: Barb wire, ear lots, mixed, \$2.45; small lots, \$2.50; plain twist, ear lots, \$2.75; small, \$2.80. Galvanized wire, No. 1, \$2.25 in straight and mixed ear lots, and \$2.30 small lots, f.o.b., Montreal. Coiled spring fencing, \$2.30; straight and mixed ear lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO.

January 28.—The condition of trade has not changed since last week. The situation is satisfactory. A number of city and country hardwaremen are still

at stocktaking, and they are buying wantable lines in small quantities only. Heavy winter goods are not going forward in the same volume as before the close of 1909, but the booking of spring goods has to some extent taken their place. Present shipments are mostly of shelf goods.

Hack saw blades are the only lines showing a change. After the cut of almost 50 per cent. in the list of Star blades a week ago, other manufacturers came together and decided to make a uniform price of exactly double the new Star prices. Discounts being unchanged this means practically an advance of nearly 5 per cent. All other lines are unchanged.

Seasonable Goods.—With the advancing season winter goods are growing less in demand, and booking of spring and inquiry for summer lines are taking their place. Maple syrup and sugar articles and utensils are a prominent line at present, and shovels are becoming active again. Tinware and enamelware, too, for outside points are opening up fairly well. Ladders are also beginning to be asked for. Wire for fences, clothes lines, and wire cloth, poultry netting, etc., are outstanding lines going forward in shipments.

Builders' Hardware—Building papers this week are easier in condition, though the lower prices anticipated are not yet in force. Lock sets, etc., are coming in more freely from manufacturers and hardwaremen and jobbers are getting a chance to stock some up. Prices show no change since last year, but they are all firm.

Household Goods—Outside points are beginning to call for tinware and enamelware, and galvanized buckets and tubs look like good sellers. Washing machines and mops, pails, wringers and brush brooms are steady. House cleaning goods generally are in fair demand, though regarded as yet too early for selling in large quantities. Food choppers and articles of that variety are goods going out pretty well in present shipments. Ash sifters and garbage cans, too, are fair sellers.

Sporting Goods—Booking for spring and early summer lines is the principal thing doing among sporting goods. There are yet some few demands for hockey sticks and supplies, but skates are away off, and even ice goods generally this week showed up but poorly.

Heavy Goods—Medium-sized pipe is still going out, though booking is hardly so good as it was three weeks ago. Sheet and galvanized wares are prominent sellers. Bolts and nuts are only fair, buyers waiting to see when manufacturers will change prices. The recent advance checked to some extent a number of sales, except for immediate wants. Bars and rods are quiet.

It is reported that a fine apartment house will be erected at Bloor and Spadina, Toronto.

Suppose Your Own Store Caught Fire

The contents of a hardware store if once ignited make a very hot fire, and in the event of a fire you would like to know that your books, money and other valuables were absolutely secure. Our safes offer you just such protection.

Don't fail to see our Exhibit at the Hardware Convention in London, Feb. 8th to 11th. We shall be in the Model Store Exhibit. Ask our representatives there to show you in what

way our safes are superior to others. If you cannot attend the convention in person, ask to have our representative call and show you why our safes are the best.

Safe catalog and book of testimonials sent upon request.

The Goldie & McCulloch Co., Limited

GALT, - - - - - ONTARIO, - - - - - CANADA

WESTERN BRANCH
248 McDermott Ave., Winnipeg, Man.

QUEBEC AGENTS
Ross & Greig, Montreal, Que.

B.C. SELLING AGENTS
Robt. Hamilton & Co., Vancouver, B.C.



Retail

Hardware Convention

at London, Feb. 8th, 1910, and onward

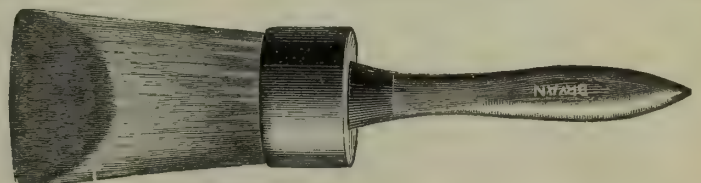
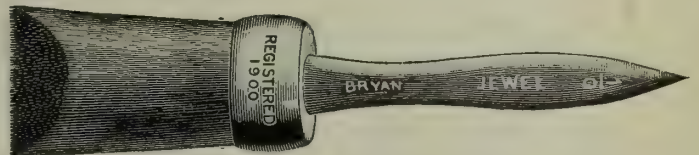
Every hardwareman is looking after his own interests if he inspects the display of

Brushes, Brooms and Woodware

which we are showing at the above convention.

Thomas Bryan, Limited

London
Canada



HARDWARE TRADE GOSSIP

Ontario.

The J. H. Ashdown Company, Winnipeg, wholesale hardware dealers, will open a branch warehouse in Fort William.

David Hewitt, who at one time kept a hardware store on Queen Street West, Toronto, died at that place on Tuesday last aged 78 years.

F. Horace Disston, lately of Philadelphia, has been appointed superintendent of Henry Disston & Sons' new saw works at Toronto, taking control a week ago.

Will Rose, salesman for Vantuyt & Fairbank, Petrolea, for the past seven years, has accepted a situation with the Gurney Foundry Co., Toronto, as traveler in Western Ontario.

Thos Findlay, for a number of years a traveling salesman in Europe and the United States, has returned to Carleton Place to become an associate in business with his brothers in the Findlay Bros.' stove works.

The fire which almost wiped out Elk Lake on Sunday last burned among other buildings, E. W. McClung's hardware store. Mr. McClung's loss is \$12,000, with \$3,000 insurance. Mrs. McClung fainted and had to be carried from the burning building.

H. C. Hunt, who has been managing director of Brass & Steel Goods, Limited, Belleville, since its organization has transferred his interests to Mr. W. C. Springer, who will take the full management and direction of the company. It is stated that the Corbin Lock Company is to take over the Brass & Steel Goods Company's business and the plant is to be enlarged considerably.

Quebec.

Brault & Mignot, coal oil dealers, Montreal, have been registered.

J. W. Suddard, of Le Touzel & Suddard, tinsmiths, Gaspe, is dead.

E. C. Eaton, managing-director of Frothingham & Workman, Montreal, is on a trip to Cobalt.

A. A. Trites, formerly of New York, has been appointed Canadian manager of the International Distributing Co., Montreal.

R. A. Ogilvie, manufacturer's agent, Vancouver, and western representative of the Dominion Wire Mfg. Co., was a visitor to Montreal during the week.

J. W. Cameron of the Cameron Dunn Co., Strathroy, Ont., was in Montreal last week calling upon the trade. Alex. Gibb is the eastern agent for this firm.

J. S. Mitchell & Co., Sherbrooke, Que., are building a new warehouse south of their present premises on Wellington Street. It will be four storeys high.

A. P. Lorry, of Orillia, has been appointed manager of the claims department of Lewis Bros., Montreal, succeeding E. B. Ryan, who has been made assistant to C. M. Strange, sales manager.

Frank P. Draper, who was one of the best known travelers in the Eastern Townships, died last week in Montreal at the age of 54. For many years he conducted a hardware, plumbing and heating business at Sutton, representing the firm of Clare Bros. & Co., Preston, Ont. For the last 15 years he was traveling manager of the Eastern Can-

adian business of the company. He was widely known as a furnace expert.

Western Canada.

H. M. Steeves is succeeding in the hardware business at Rosebank, Man., by Ferries & Simms.

Armstrong, Smyth & Dowswell, Regina, hardware merchants, plan to erect a three storey brick block.

J. L. Lloyd, a hardware traveler, had a narrow escape when the Windsor Hotel at Bradwardine, Man., was burned last week.

The Canadian Steel & Wire Co. have the contract to supply wire fencing and gates along the power house right of way from Point du Bois to Winnipeg's power house.

SECURED NEW AGENCY.

Alex. Gibb, Montreal, has been appointed sole agent for Canada of the Glenboig Union Fire-Clay Co., whose head office is at West Regent Street, Glasgow.

The fire bricks and ground fire clay of this company are well known in Canada, and under the control of Mr. Gibb a vigorous selling campaign is to be instituted. The success of the Glenboig products is due to the quality of the clay found at Glenboig, Lanarkshire, and the advanced methods, combining care and knowledge, employed in the manufacture. The products of the company have been successfully shown at all the principal exhibitions, and in every case have secured the highest awards, the medals and diplomas numbering 48. About a thousand hands are engaged in mining the fire-clay and in the processes of converting the raw material into all kinds of fire-clay goods, showing the extensiveness of the operations of the company and the demand for their goods from all quarters of the globe.

NEW HACK SAW BLADE PRICES.

Following the cut in the list prices of the Star hack saw blades made by The Millers Falls Co., Millers Falls, Mass., and noted in last week's issue of Hardware and Metal, all the other manufacturers have agreed upon a list which is double the Star list. In most cases it means an advance of about 5 per cent. The new prices are 6 in., \$7 a gross; 7 in., \$7.50; 8 in., \$8; 9 in., \$9; 10 in., \$10; 11 in., \$11; 12 in., \$12; 14 in., \$14.80; 16 in., \$17. Discounts have not been changed. The belief is generally entertained that most of the standard makers will not meet the Millers Falls prices, claiming that quality has been lowered since the price was reduced.

HARDWAREMEN ELECTED.

Charles E. Britton, of Cowan & Brittain, has been re-elected reeve, and John B. McMurchy, of the Jones Manufacturing Company, D. Ford Jones, of the Jones Manufacturing Company, Oscar Hume, of the Ontario Wheel Company, and John A. Bullock, of Parmenter &

Bullock, are members of the Gananoque town council.

James Gillard, paint and oil merchant, has been elected a member of the Cobourg town council.

James Whitten, hardware merchant, Bracebridge, is a councillor in that town for 1910.

SALES MANAGER FOR CANADA.

The Auto-stop Safety Razor Company have appointed a new sales manager for Canada in the person of John Owen, who for the past two years has been employed as traveler for the company under the former management. This is a decided promotion for Mr. Owen and he has been congratulated on all sides by the trade. New offices have been taken in the Coristine building from which place all sales will be direct for Canada.

Mr. Owen has had a long training as



JOHN OWEN, MONTREAL.

Appointed Sales Manager for Canada, for Auto-Stop Razors.

a commercial traveler in Great Britain, where he worked for one of the largest manufacturing houses for many years and he has now an opportunity to show his worth to a company with whom he has made a certain amount of sterling reputation. With the hardware trade in Canada Mr. Owen has made many friends and he will no doubt continue to merit the good will which he has won in the past.

A new company is being formed to control the Moncton and Buctouche Railway, and the names has been changed to the Buctouche Transportation Co. This company has already applied for a Dominion charter to extend the road to Richibucto and to carry on a service between the mainland and Prince Edward Island.



Let us show you how to do more business

We have protected the trade for 25 years. We have created an ever-growing demand for "Metallic" Goods by careful and systematic advertising. We want you to share in this business to increase your profits and build up a reputation that makes for business supremacy by handling

"METALLIC" BUILDING MATERIALS

It will pay you to inspect our exhibit at the London Convention—"Eastlake" Metallic Shingles—Metallic Ceilings and Walls—Metallic Rock Faced Siding—Galvanized Steel Cornices, Finials, Ventilators and Skylights—Conductor Pipe—Eavetrough—Corrugated Iron, Etc.

MANUFACTURERS



2138

THE FOREST CITY AND THE DENNIS PEOPLE
welcome you to London during Convention week or any other week

Ontario Retail Hardware Convention
February 8th to 11th, 1910 LONDON, ONTARIO

"The Ideal City for Home and Business"

Office and
Works of the
Dennis Wire &
Iron Works Co., Ltd.

London, Can.

THE HOME OF THE

DENNIS WIRE &
IRON WORKS CO.

LIMITED

Canada's Leading Manufacturers of

Ornamental Iron and
Brass Work and
Wire Goods

We invite Ontario Retail Hardware
Dealers to visit our Works



Trade News from the Atlantic to the Pacific

Experience of Picton Merchants with Delivery System—Brantford Industries Enlarging—Two Kingston Hardwaremen on Board of Health—Vancouver Hardware Dealer Elected Alderman.

HALIFAX.

January 26.—The hardware dealers have now nearly completed the work of stock taking and they are getting their goods in shape for the spring trade. Owing to the uncertainty of price in several lines, the orders placed with the manufacturers are not as heavy as usual. When conditions become more settled, they will be better able to judge the market.

The prices of cotton goods, nets, etc., have advanced as was anticipated. Cotton sheets are now quoted at \$5.70 and barked and mounted nets are \$7.40 each. This represents quite an advance over the prices of a month ago, and is said to be due to the high price of the raw material. Gourrock nets also show a proportionate advance in price. All other lines are pretty steady at present.

An unusual step was taken by the civic authorities last week, when they revoked the license of Coyler & Brock, a Montreal firm of electricians, who have the contract for wiring the Royal Bank of Canada building in this city. A protest had been made by firms here against the Montrealers, and the reason given for the revoking the license is that the firm did not comply fully with the city's electric wiring ordinance. The city had granted a permit and the Montreal firm had paid the necessary fee, but later upon certain representations being made, the license was revoked. The Montreal firm has appealed from the action taken, and at the present time the matter stands in abeyance.

The annual meeting of the Halifax Board of Trade was held last week, and the attendance of members was large. In view of the campaign that he inaugurated to bring the C.P.R. into Halifax, the Board unanimously re-elected J. A. Johnson, president. The general condition of business is good, the only drawback being the strikes in the coal mining districts of Cape Breton and at Springhill. All the manufacturing plants are running on full time, and the outlook for a busy season is favorable. J. H.

KINGSTON.

January 24.—Henry H. Taylor and John Lemmon, hardware merchants, are members of the board of health this year. This is the first year for Mr. Taylor on the board, but Mr. Lemmon has served for a number of years, and has rendered able service to the city. Both were appointed by the city council. Mr. Taylor is endeavoring to have a plumbing inspector appointed for the city, and at the last meeting of the board, brought up the matter, and it is to be discussed at a later meeting, and there is a probability of a man being appointed for this position. Men have been offering to do the inspection for the fees alone, but Mr. Taylor is of the opinion that this

would be too much, as the fees this year, would likely amount to \$1,800 or perhaps \$2,000.

The prospects for building construction this year, are very bright. The two largest erections will be the metallurgy building at Queen's University, and the new building the Bank of Commerce is to erect at the corner of King and Brock streets.

As the result of the recent cement merger in Canada, the board of works this year, finds that it must pay forty per cent. more for cement than last year, that is if it decides to accept the lowest tender received for the year's supply of 4,000 barrels. Last year, the figure was very low, on account of keen competition. To accept the lowest tender means to pay \$2,000 more than last year's cost for cement. Some of the members of the board were in favor of allowing the matter to stand over for a while, and getting a lower figure later on, but advice received from outside the city was to accept this price, at \$1.69 per barrel, as there was no hope for a lower price on a year's contract. It is likely that the price will be accepted.

E. G. B.

PICTON.

January 25.—H. J. Carter, of Carter Bros. Hardware, Picton, was re-elected for second year President of the Picton Citizens' League, and for the seventh consecutive year Director of the Prince Edward County Agricultural Society. Picton is justly proud of her fair grounds and buildings, as they have one of the finest half-mile tracks in Canada, a splendid horse barn, palace building and grand stand all within the town limits and valued at \$17,000.

The success of the "parcel express" system of delivery in St. Marys and other Western Ontario towns has drawn the attention of Ontario merchants at large, and while the successful system should be emulated the failures should be shunned.

The town of Picton has experienced failure with this system and the mistakes made there should not be duplicated elsewhere.

When the system was first established some years ago, it was in the hands of a rather irresponsible man. While his calls were regular and his delivery prompt at first, he soon fell into slack ways and, in consequence, opposition started. Two other firms commenced work, but these men became as unreliable in their methods as the originator.

The merchants at last became heartily disgusted with this state of things. For instance, one clothing firm sent out a dress suit in the early afternoon for delivery and at eight o'clock that night it had not reached its destination, and sub-

sequently it was found in the delivery waggon, covered with an old blanket.

It was slovenly, haphazard work on the part of the delivery men, themselves, which ruined the chances of success in Picton. The merchants saw the advantage of the system and were willing to patronize it as long as they got efficient service. Had the merchants themselves organized the company and controlled its management there would probably have been a different ending, but in the hands of the irresponsibles who had control it has dwindled down to a third rate carting business, and most of the merchants now employ their own delivery vehicles. M. L.

CHATHAM.

January 25.—Fire Marshal Pritchard, who is also issuer of building permits for the city of Chatham, has just made his annual report to the city council for 1909. Building during 1909 shows a gain of more than \$50,000. Over the previous year, the figures being, for 1908, \$63,842.50, and for 1909, \$115,807.50. A noteworthy feature is that May, the best month of 1909, has \$38,270, or more than the three best months of 1908 put together. In addition building throughout the county was exceptionally active. The coming year will probably better 1909 somewhat. A projected new theatre and the Modern Malleable Range Co.'s new factory are substantial items already in sight.

Important to local manufacturers and shippers is a project to establish a line of freight boats to ply between Port Arthur and Chatham, Wallaceburg, Walkerville and other points in this vicinity. A steel boat costing \$25,000 is to be purchased in England. The boat, 1,800 tons, is to make tri-monthly trips. It is estimated that the new service will effect a saving of one-sixth in present freight rates. The outlook is that the \$4,000 stock required to induce the company to connect with Chatham will be readily subscribed.

At the opening meeting of the board of health for 1910, held Monday afternoon, J. C. Wanless, hardwareman, was unanimously re-elected chairman. Mr. Wanless has occupied the position for several successive years.

A. E. Law, for the past four years connected with the hardware establishment of Harry Lendon at Leamington, has purchased the tinsmithing and plumbing business of C. A. Willits & Co. of the same place. Mr. Willits has been conducting the business only a short time, having purchased originally from Fred A. Mettam.

BRANTFORD.

January 25.—It is announced that Brantford has been selected for the Canadian plant of the Stickney Gasoline Engine Company, Niagara Falls, N.Y. Niagara Falls, Ontario, refused the proposition of the company to build there.

Representatives of the Dominion Natural Gas Company have asked the Tillsonburg town council for a franchise in that town.

Fifty dollars damage was done by fire in a warehouse in the rear of J. T.

Paroid Roofing

All Delegates to the Ontario Retail Hardware Association's Convention to be held in London, Ont., Feb. 8th to 11th, are very cordially invited to give us a call at our Booth, No. 21, at the South-East Corner of the Association Hall. You will be heartily welcome.

F. W. BIRD & SON

Hamilton, Ont.

2135



MEET US AT
THE
CONVENTION

GURNEY, TILDEN & CO., Limited
HAMILTON

Henderson's hardware store, Niagara Falls, on Tuesday last.

The Morgan Hardware Company has purchased the Batty Hardware Company, Norwich.

Building prospects for 1910 are very bright here. Many of the large industrial firms of the city, including Goid, Shapley and Muir, Verity Plow Company, and Cockshutt Plow Company, will erect substantial additions to their plants. Among the new public buildings to be erected, are a new union town ship and city school, additions to the Ryerson and King Edward schools, a new separate school, the new \$95,000 collegiate institute.

A. W.

WINNIPEG.

Jan. 25.—A. E. Wyatt, who has been indisposed for several days by an attack of inflammatory rheumatism, has gone to Banff, Alta., to take a few weeks treatment in the Brett Hospital of that place.

Several workmen are employed in renovating the interior of the Wyatt hardware store. The ceiling is to be of white metal and the fixtures and shelves will be painted and enameled in white with a view to brightening the general interior appearance.

E. Grobb, of the McKinnon Chain Co., St. Catharines, was in the city last week on a business trip to the West.

The Miller-Morse Wholesale Company has received an opening order for goods from William Renwick, McLeod, Alta.

The Pease-Waldon Co. have changed their address in this city to 287 Donald Street having sublet their old quarters on Portage Avenue.

James Lawrence, manager of the Ashdown retail store returned from a few weeks' visit to Nelson, B.C., and Banff, Alta. Mr. Byers who replaced Mr. Lawrence in Winnipeg, returned to his work in Nelson last week.

Gavin Milroy, managing director of Turner Bros., asbestos manufacturers, Montreal, passed through the city this week on a western business trip.

A unique display this week is the buck-saw window in the Ashdown retail store. A saw-horse with a cordwood stick is installed with other sticks and chips lying disorderly around, giving it the appearance of a chip yard. A buck saw is cut half way through the stick, and hanging there. All that is missing is the man behind it. The window is interesting and suggestive. L.C.H.

VANCOUVER.

January 22.—"The past year has been good and there is every reason to believe that 1910 will give as much business if not more," was the comment of J. A. Flett, who operates two stores, one downtown and the other in Mount Pleasant, both in Vancouver. Careful attention is paid to window displays, one being reserved for sporting articles, and is made very attractive, with price-attached goods. In the other is general hardware displayed with great taste, with a foot window every Saturday to catch the

workingman when he has his half holiday on Saturday afternoon.

Mr. McTaggart, of McTaggart & Moscrop, Hastings street hardwaremen, was returned at the municipal election as a representative for Ward III. He was a member of last year's council, and did such good work that he was one of those who was not snowed under, as was the case in other wards. McTaggart & Moscrop is a successful firm, constantly growing, and the fact that the members have made things go in their own business may have been one reason why the ratepayers had such confidence.

Now that the contract between the provincial government and the Canadian Northern has been completed, ready for presentation to the legislature, the announcement is made that grading will commence very shortly. It is the intention to rush work on this line so as to have it completed to Vancouver in the least possible time, and it will mean considerable business for all lines. With the construction of the G.T.P. in the north and work proceeding on the coast sections of the V.V. & E., there is much activity in railway building in British Columbia.

VICTORIA.

January 22.—Of the three by-laws submitted to the ratepayers last week, only one received the three-fifths majority necessary to enable them to carry. This one was the grant of \$184,000 to build a new school. The others were the raising of \$1,500,000 to bring water from Sooke Lake and the grant of a site for a new theatre.

Hayward & Dods, plumbers, have moved their place of business from 759 Fort St. to 923 Fort St.

Fox's Cutlery store which has been in their present location for over 30 years, will move shortly to the Hibben block.

The Dominion Trust Co. are to erect a fine office structure on Government St. The building will be six storeys in front and eight in the rear and will cost \$150,000.

HARDWARE PATENTS.

The following is a list of Canadian patents granted on January 11, 1910, relating to hardware and metal, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa.

123140. F. F. Dier, Ottawa, electric gas lighters.

123155. A. M. Clerk, Montreal, curtain rings and hooks.

123189. J. F. King, Coyle, Oklahoma, buckles.

123202. W. J. Powell, Coffeyville, Kansas, tool holders.

A 1910 CALENDAR.

The Robert Ryan Company, of Three Rivers, Que., have issued a very artistic calendar. It is a reproduction of the last picture painted by the late H. N. Hyneman entitled "In Central Park." It represents an attractive type of city girl out driving in New York's great park. The colors are harmoniously

blended, and the whole production is quite a work of art. It is much superior to the ordinary run of calendars.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

Stamped Seamless Steelware — In the catalogues and price lists recently issued by T. F. Braime & Co., makers of stamped seamless steel goods at Leeds, England, attention is drawn to the fact that they are now manufacturing several lines of wares in three different qualities instead of one. This is done to supply buyers who wish to obtain Braimes' goods at lower prices than those charged for high quality wares. Another new feature is the table of measurements and weights, which provides an easy and safe guide for calculating freights, etc. The company has issued three new lists for 1910. One is devoted particularly to descriptions of oil cans, lamps, tool stands, shop pans, boxes, sanitary pails, bins, etc., all made of seamless steel stamped into shape. The oil cans alone are made in every conceivable shape and form for every kind of use, and these as well as the other goods are fully described and illustrated. Another catalogue is devoted to elevator and conveyor buckets used by contractors and mining men. The third list describes sanitary buckets and cans, which might be of use in country districts. These catalogues are interesting to the Canadian trade.

Metals in Ribbon Form—The Ribbon Lead Syndicate, London, England, makers of continuous ribbon in lead, tin, zinc, aluminum, copper, silver, gold and other metals as well as alloys such as babbitt metal and solder, have recently published a booklet devoted to and descriptive of their wares. These ribbon metals are made by a simple casting process patented by the company. The ribbon lead is sufficiently inexpensive to make its use economical for caulking water and gas mains, cast iron sewerage and sanitary pipes, conduits and ventilating and heating system leads. The process of manufacture is continuous and rapid and large quantities of clean and uniform ribbon are easily produced. The use of lead shavings has been recognized for years as a most efficient method of caulking joints, and the cold caulked joints are more secure than ordinary cast joints. Ribbon lead has these high qualities and is superior to lead shavings, in that the surface is not hardened by shaving.

Ramsay's Paints. — The new catalogue just issued by A. Ramsay & Son Co., paint makers, Montreal, appeals to readers as one of the finest and most useful catalogues ever issued by the paint trade, and every dealer in these lines should apply for a copy at once. Many lines are illustrated and priced that are of interest to all in the hardware trade.

CORRUGATED IRON

We make it—either painted or galvanized in 3, 4, 6, 8, 10 foot lengths. In 27½ inch or 33 inch widths.

Meta lSiding and Shingles

Galvanized or painted, all weights.

SEND US YOUR ORDERS

Winnipeg Ceiling & Roofing Co.

SHEET METAL MANUFACTURERS
Fort Rouge, Winnipeg

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency

313 New York Life Building - MONTREAL



THE RESULT

of more than two
years' hard work
and thought

SUCCESS

Now, Mr. Dealer, we want to show you just how great a success they are. Here is our proposition: You put one or two cans of

Stephens' *Wa-Ko-Ver* *Stain*

on your shelves. We will see that customers call and buy. Once bought, the goods talk for themselves and become friends of the family. There is money in it for you. Packages attractive. Goods absolutely guaranteed. *Wa-Ko-Ver* Stain is tough and elastic, but easy to apply. Put up in all sized tins and in twelve lovely colors. Drop us a line to-day. We ship the same day as we receive the order.

G. F. STEPHENS & CO.

Limited
WINNIPEG and CALGARY

In the Beginning

that's when

Pease Furnaces

Cost most. The best iron and steel used in proper quantities and assembled by only expert workmen backed by an experience of over thirty-five years is worth money—cost money.

In the End

that's when

Pease Furnaces

cost least, because the life of a Pease furnace is long—it gives satisfaction all the time, and means reduced repair and fuel bills.

You can add to your list of pleased customers with a Pease Agency.

Write for Catalogue

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Jan. 28.—The active wholesale hardware trade reported last week has not in the least abated and spring orders are rapidly increasing. As a rule the demand is not so heavy for the general line of goods as they are at present. Heating goods are the great lines in the west and the past season has been a record one in these lines. A few specialty orders are still coming in from various points and it is rather unique to see harvest tools and airtight heaters mentioned on the same order sheet. The coming season will be an excellent one in metal roofing lines, and quite a stir has already been made in these markets. Markets are held firm on all lines and we quote an advance on copper rivets and burrs. Iron pipe is strong on the local market. Builders' hardware lines are moving rapidly and there will certainly be no dullness in this trade for some time to come if we are at all accurate in reading the sign of the times. We quote a 25c advance on putty.

Winnipeg Quotations.

Wire—Barbed wire, 100 lbs., \$3.15; plain twist, \$3.40; staples, \$2.90; annealed wire, \$3.00 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Poultry Netting—57½ per cent.

Horseshoes—"M R M" and "Bell" iron. No. 0 to 1, \$4.50; No. 2 and larger, \$4.25; snowshoes, No. 0 to No. 1, \$4.75; No. 2 and larger, \$4.50; steel, No. 0 to 1, \$4.85; No. 2 and larger, \$4.60; featherweight, \$6.

Horse Nails—"MRM" cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$2.30; 7, \$3.05; 8 \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb boxes.

Wire Nails—\$2.80 Winnipeg and \$2.35 Fort William.

Cut Nails—\$3 per keg base; pressed spikes, \$3.50 base, usual extras.

Screws—Flat head, iron, 80, 10, 1. and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Bolts—Carriage ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Rivets and Burrs—Iron rivets 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 31c; 10, 34c per lb.

Harvest Tools—50 and 5 p.c.

Axe Handles—Oval and octagon. s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Blocks—Steel, 45; wood, 60 per cent.

Hinges—Light T and strap, 65 p.c.
Hooks — Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Stove Pipes — 6-inch, \$8.60; 7-inch, \$9.31.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced 30; japanned ware 35.

Iron Washers.—Full box, 45 p.c.; smaller lots, 40 p.c.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Logging Chains—5-16, \$5.50; 1, \$5; 7-16, \$4.70.

Enamelware.—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Grindstones.—Per 100 lbs., \$1.65.
Wringers.—Royal Canadian, \$35.00; new easy, \$39.00.

Crowbars.—4½c. per lb.

Steel Square.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—21c per lb.

Lanterns.—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Rope.—Sisal, 9½, pure manila, 11; British manila, 9½; lath yarn, 9½c.

Corrugated iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Bar Iron.—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.50; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Pig Lead.—\$5. Lead pipe, \$6.

Sheet Zinc.—Casks, \$7.75; broken lots, \$8.50.

Copper.—Planished copper, 33½c per lb.; tinned, 24c.

Iron Pipe—Black pipe, ¼ in., \$2.45; ⅜ in., \$2.85; ½ in., \$3.50; ¾ in., \$4.25; 1 in., \$6.10; 1¼ in., \$8.30; 1½ in., \$10; 2 in., \$13.30; 2½ in., \$21.75; 3 in., \$28.60; 4 in., \$40.75; 5 in., \$50; 6 in., \$65. Galvanized: ¼ in., \$3.50; ⅜ in., \$3.85; ½ in., \$4.25; ¾ in., \$5.50; 1 in., \$7.90; 1¼ in., \$10; 1½ in., \$13.20; 2 in., \$17.60; 2½ in., \$29.

Fittings. — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Galvanized Iron—Appolo, 16 gauge, \$3.65; 18, \$3.70; 20, 3.75; 22 and 24, \$3.85; 26, \$4.05; 28, \$4.45; 30-gauge or 10½-oz., \$4.65; Queen's Head, 20, \$3.85, 24, \$4.05; 26, \$4.45; 28, \$4.65.

Tin Plates—I.C. charcoal, 20 x 28 full box, \$9; ½ box, \$4.75; IX. full box,

\$11, ½ box, \$5.75; IXX., full box, \$13.50; ½ box, \$7.

Terne Plates—I.C. plates, \$8.50.

Canada Plates.—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40, full polish, 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline, 24c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; National Light, 25c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c; Acme Lamp, 30c; White Lily, 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils.—White Lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3.00; 100 pound drums, \$2.75; turpentine, bbl. lots, 90c per gal.; linseed oil, raw 90c; boiled, 3c per gal. advance on this price.

Ammunition.—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof, do., \$8; honker, in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins (50 lbs. bulk), per tin, \$26.50.

Weather Strip—Wood and felt, No. 61, \$1.25 per 100 feet; No. 62, \$1.75; No. 64, \$2.25. Blue felt, 40 cts. per pound.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Evaporators and Supplies — J. Y. Smiley, Aylmer, Ont., asks for the names of manufacturers of evaporators and supplies.

The Steel Trough Machine Co., Tweed, Ont., are makers of evaporators; and the Kemp Mfg. Co., Toronto; Thomas Davidson Mfg. Co., Montreal; and McClary Mfg. Co., London, are makers of supplies.—Editor.

Belleville Stove Repairs.—Carnegie Bros., Port Perry, ask if the Hart & Smith Co. are yet making stoves in Belleville, and if not where repair parts for their stoves may be had.

This company is not now in business, but parts for repair work may be had from Jones Bros., Bracondale, Toronto.—Editor.

Electric Motors.—The George Taylor Hardware Co., New Liskeard, write: "Where can we obtain a small motor such as shown on page 37 of Hardware and Metal of January 15?"

One or other of the following electrical concerns should be able to supply you: John Millen & Son, Montreal and Toronto; Canadian General Electric Co., Toronto; Northern Electric & Mfg. Co., Toronto; and C. Wilson & Son, Toronto.—Editor.

R. I. Gold, Lethbridge, is erecting a \$3,000 residence.

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were the first paint makers to permanently install a Chemical Laboratory to gain better information about the materials which concern the manufacturer of paint and varnish products. They have continued to keep the lead by steady progress in testing, experimental and research work.

MORE than 5000 active formulas are used in producing the colors, shades and variations included in the Sherwin-Williams line of paint and varnish products. It has taken us years to perfect the exact proportions—part of this knowledge is theoretical, part of it is traditional, and part the result of experience. The combination of all three has been our working basis for developing formulas that are *right*.

As a result The Sherwin-Williams Co. today make the highest quality paints and varnishes that it is possible to produce. The dealer who sells this line of quality products not only satisfies his customers and gains their absolute confidence, but also is rewarded by a steady increase in sales and repeat orders.

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All machine shops and railway shops should have it.

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BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Vacuum Cleanser Co. is seeking to locate a Canadian branch at Ottawa.

Townsley & Son, Minneapolis, have secured a site at Brandon for a factory building.

The erection of the smelter at the Acton Copper Mine, Sherbrooke, is about completed.

The Fort William Coal Dock Co. will extend their docks this spring. Cost \$100,000.

McDiarmid & Clark are to erect a large sash and door factory in the spring at Brandon.

The Watt Milling and Feed Co., Shelburne, have more than doubled the size of their factory limits.

The Toronto Bedding Co. will build three-storey addition to their factory at Toronto to cost \$21,000.

Plans are being prepared for extensive additions to the buildings of the Canadian General Electric Co. at Peterborough.

Plans for the John Deere Plow Company's building at Saskatoon are nearly completed. Construction will begin March 1.

G. & M. Orme, piano dealers, Ottawa, have plans for a large building to cost \$100,000. Construction will probably commence in May.

The C.P.R. has purchased four hundred acres adjoining Souris, Man., presumably for a shop site to serve the southwestern lines.

Owing to increased business the International Harvester Co. has decided to spend \$100,000 in making improvements to its plant at Hamilton.

Work is being commenced on the new C. P. R. car repair shop being built to replace the one destroyed by fire at Nelson, B.C. Estimated cost, \$3,500.

The Alberta-British Columbia Elevator & Wharf Co. has been promised aid from the Alberta government to erect a large grain elevator at New Westminster.

The Stickney Gasoline Engine Co., a U.S. concern, which has been negotiating for a location on both sides of the Niagara river, will locate its Canadian branch in Brantford.

The Peter Whalen property at Ottawa, has been purchased by the Hugh Carson, Ltd., as a site for the company's new factory, which it is stated will be six storeys in height. Work will be started at once.

A manufacturing site in the east end of Sapperton, B.C., has been secured by the Western Canada Envelope & Stationery Co., of Vancouver. If the plans of the company go through construction will be started in the spring.

F. G. Pickering, representing an English concern holding the rights for Can-

ada and the United States on a patent vehicle wheel, is in Moncton, ascertaining what inducement the city will offer the company to locate there.

The latest addition to Saskatoon's industries is a large brick manufacturing plant, which will begin operations in early spring. The company is the Kemnick Sand and Stone Brick Co., President Clary has purchased an entire block adjoining the city for \$36,000 on which a \$60,000 plant will be erected in the spring.

The Silliker Car Co., Halifax, has been awarded two contracts for cars aggregating over half a million dollars, sufficient to keep the plant going at capacity for some time, and other large contracts are practically assured. The contracts come from the I. C. R., and Canadian Northern railways.

The Great West Saddlery Co., Winnipeg, is now running almost night and day in order to keep up with western Canadian demands. E. F. Hutchings, president of the company, stated that as soon as the spring opens up his firm would erect an additional factory across the street from its present location. The structure will cost in the neighborhood of \$75,000. The company will also build a horse collar factory at Calgary, Alta., which will cost about \$5,000, and will as well make additions to its wholesale warehouse at Calgary. Mr. Hutchings says that the whole of the Winnipeg plant will be run night and day during the coming year.

Municipal Undertakings.

Regina will construct a \$363,000 trunk sewer.

The New Westminster council will advertise for new tenders for the city incinerator.

J. Galt, consulting engineer, has reported in favor of a project to instal a gravity system water supply at Edmonton.

City Engineer Rust, of Toronto, plans to give work to hundreds of men by constructing nine new large sewers by day labor.

The Hamilton Works Committee passed estimates amounting to \$356,000. Among other items were: sewers, \$11,150; waterworks expenses, \$65,250; sewage disposal, \$19,154; waterworks construction, \$94,000.

A tunnel under The Narrows is the solution that Engineer H. M. Burwell sees in the difficulty that will arise when the increasing sea-going traffic of that port and the dredging of the Narrows require some other disposition of the Capilano creek water main than the resting place on the bed of the Inlet.

City Engineer Childs, of Calgary, has advised that city's commissioners that

another \$10,000 will be required to complete the gravity system of waterworks, but it will not be an extra charge on the ratepayers because of the fact that the system was installed at approximately \$52,000 less than was at first anticipated.

A deputation, consisting of City Engineer Clement, Ald. McSpadden and others from Vancouver waited on the Hon. F. C. Carter-Cotton and Attorney-General Bowser to request them to use their influence with the provincial government to have the latter construct a large sewer along Nanaimo street, at the city boundary, to Burrard inlet.

Tenders for water pipe, approximating over \$30,000, were awarded by the Vancouver Water Committee. Evans, Coleman & Evans, and Robertson, Godson & Co., were the successful firms, the former for the steel pipe and the latter for the cast iron. The figures in the respective cases were \$24,499.20 and \$8,477.50. Delivery of the steel pipe is to commence on May 20, while the cast iron pipe will be delivered in April.

The Richmond, B.C., water agreement, whereby New Westminster agrees to supply the neighboring municipality with water has been signed. For \$125,000 the city of New Westminster agrees to connect the reservoir at Queen's Park, by a 24-inch steel pipe with the city's waterworks system at Coquitlam lake, and to lay a 12-inch steel pipe from the reservoir to a point near the westerly end of Lulu island, whence the water will be conveyed to the different parts of the municipality of Richmond. Work will probably be started immediately.

Public Buildings.

The Yorkton, Sask., town council have decided to increase the fire hall accommodation.

Poirier Bros. have been awarded the contract to build the new school house at St. Albert, Alta.

The Toronto Separate School Board passed a by-law to raise \$75,000 for the erection of school buildings.

City Architect Nutter, of London, has been asked to prepare plans at once for the Colborne street school there.

Wellington Street Church, Brantford, intend renovating and improving their building. Plans have been practically completed, and tenders will shortly be called.

Among the big contracts reported for the coming season at Brandon are a large wing addition to the Brandon college, and a new convent costing about \$50,000.

Superintendent Bishop, of Toronto's Board of Education, has been asked to prepare plans for the new Technical school there, of which the estimated cost is \$500,000.

It is stated that the B.C. provincial government has promised to erect a new court house at Revelstoke, this year at a cost of \$100,000, and to consider establishing a land registry office.

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or there will be no discharge. This is the *one* revolver that cannot go off by accident. We make the kind that discharges when you want to shoot and not before. One million six hundred thousand have been sold and not an accidental shot. As handsome a revolver as is made; in a number of styles and several sizes. As safe as a spiked cannon, but as full of business as a hornet's nest.

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Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

AGENCIES WANTED

A. G. KIDSTON & CO., Glasgow and London, Metal, Hardware and Machinery Merchants, have opened an agency for the Dominion of New Zealand at Wellington, N.Z., under the charge of Mr. R. L. D. Kidston. A. G. K. & Co. are open to negotiate Canadian agencies for the Dominion of New Zealand, where they have a large and influential "clientele." Communications to 81 Great Clyde Street, Glasgow. (5)

AN ESTABLISHED MANUFACTURERS' AGENT desires to get in touch with progressive firms wishing Montreal and district representation. A good connection with wholesale hardware and plumbers. Address Agent, **HARDWARE AND METAL**, Montreal. (6)

EXPERIENCED SALESMAN wishes to represent good house in West. Excellent credentials. Box 949, **HARDWARE AND METAL**, Toronto. (7)

MANUFACTURERS' AGENT, handling wood alcohol, shellac, glue, etc., selling to Canadian paint, oil and hardware trade in Ontario, is anxious to secure agency for firms in allied lines who wish to be represented in Ontario. F. S. Jarvis & Co., 18 Toronto St., Toronto. (8)

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PROBABLY the most talked about machine in Canada is the Halner Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

ARTICLES FOR SALE

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

Howard Furnaces

FOR SALE—Full line of Howard Double and Sing'e Radiator Warm Air Furnace Patterns with core boxes, core arbors, and fallow boards and flasks; also Patterns for two sizes of the Canada Furnace, with equipment, and Patterns and equipment for Howard Hot Water Boilers. The above is being offered for sale owing to the closing of an estate. Further particulars will be furnished on application to I. E. SHANTZ & CO., Berlin. (tf5)

TINNERS' TOOLS—A snap on a set of practically new tools. In use short time. The Steele Hardware Store, Parkhill, Ont. (tf)

\$50.00 WILL BUY A 6 FT. CAST IRON CORNICE BRAKE, Moore make, in good condition. The P. Hymmen Co., Ltd., Berlin, Ont. (2tf)

BUSINESS CHANCE.

YOUNG MAN, 21 years, with four years' business experience, wants experienced partner to go into the jobbing business. Would invest in and look after office end of business. Box 951, **HARDWARE AND METAL**, Toronto. (8)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

ATTRACTIVE TINSHOP BUSINESS in the heart of the fruit district, Niagara Peninsula, is for sale. Stock, \$400; tinner's tools and machines, \$150; real estate, including shop, comfortable residence, half acre of ground, large barn, stable and nice garden, \$2,500. The mortgage for \$1,700 at 6% can be taken over, requiring net outlay for real estate \$800. Good furnace and stove business available. An excellent opportunity for practical man who wants a comfortable home and good business. Apply in writing to The McClary Manufacturing Co., Hamilton, Ont. (6)

BUSINESS FOR SALE—Splendid location in Ontario town. Good farming district. Nearest towns about twenty miles. Established quarter century. Good reasons for selling. Turnover about twenty-five thousand. Owner will be at London convention. If interested, write at once to Box 952, **HARDWARE AND METAL**, Toronto. (6)

FOR SALE—Hardware and furniture business in Northern Alberta. Stock and fixtures \$8,000. Buildings can be leased if desired. Box 947, **HARDWARE AND METAL**, Toronto. (5)

FOR SALE AT A BARGAIN—Nice clean, bright hardware stock, with tinsmith shop. New store; good stand; every convenience; fine country. Good business can be done. Apply quickly. A. Malcolmson, Assignee, Moorefield, Ont. (6)

FOR SALE—Hardware, furniture and implement business in thriving district in Saskatchewan. No direct opposition. Turnover during the last eight months \$18,000 at good profit. Stock and fixtures \$5,500. Property \$4,500, on easy terms. Good reasons for selling. Box 932, **HARDWARE AND METAL**, Toronto. (5)

FOR SALE—General hardware business, situated in one of the best towns in Western Ontario and surrounded by one of the best farming communities and draws trade from a long distance. This is the chance of a lifetime to secure a business which has always been a money maker. Stock about \$9,000, clean and not \$1 worth of old stuff. Business could not be bought for \$1.25 only Western interests require owner's attention. Box 945, **HARDWARE AND METAL**, Toronto. (6)

GENERAL HARDWARE, STOVE AND BICYCLE business in a good Ontario village. Two railways. Stock about \$4,500. Partner having died reason for selling. Will sell at a rate on the dollar. Apply to Box 938, **HARDWARE AND METAL**, Toronto. (6)

HARDWARE BUSINESS, good town, stock \$5,500, terms 90c. on the dollar. Canadian Northern building through town. Reason for selling, owner going to British Columbia. Store rent \$125 per year. Apply Box 941, **HARDWARE AND METAL**, Toronto. (5)

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HARDWARE SALESMEN (2), experienced all lines. State age, size, wages expected, when can come and send references. Steady jobs. Taylor Bros., Ltd., Carleton Place, Ont. (5)

TINSMITHS (2), good all round men. Experienced in furnace, bench and cheese-factory work. One must be able to do plumbing. State age, size and send references for steady jobs. Taylor Bros., Ltd., Carleton Place, Ont. (5)

TINSMITH—Must be sober and industrious, must do a little plumbing as well as make up stock. Good on dairy and sugar utensils. State wages for a good job. Box 942, **HARDWARE AND METAL**, Toronto. (5)

WANTED—Tinsmith for good Manitoba town. Tinsmithing and furnace work. Highest wages to competent man. Apply to The James Stewart Mfg. Co., Limited, Woodstock, Ont. (6)

SITUATIONS WANTED

HARDWARE SALESMAN, 11 years' experience, 7 years in West, open for engagement. All references. Box 950, **HARDWARE AND METAL**, Toronto. (6)

SITUATION WANTED—As hardware salesman, 8 years' retail and road experience. Would prefer city job. All references. Box 936, **HARDWARE AND METAL**, Toronto. (5)

TRAVELER, experienced, open for engagement March. Maritime Provinces preferred. Box 948, **HARDWARE AND METAL**, Toronto. (7)

The Retail Paint Trade

GOOD JUDGMENT SHOWN.

We feel highly complimented at so many of our American contemporaries clipping from these columns, and using the matter without crediting this paper, and we must congratulate them upon their good judgment in their selection. We would, however, think more highly of their newspaper morality, and sense of fair dealing, if they acknowledged, once in a while, the source of their bright thoughts.

COMMANDING A FAIR PROFIT.

Unless a reaction in the prices of raw materials is experienced, and this is not likely, it is evident that paint manufacturers will be compelled to raise their prices again in the near future. In fact, there is more reason now for an advance than there was at the end of December, when the change was made, and if no alteration is made, this side of the spring ordering it will come after. Such being the case, dealers must look the situation intelligently in the face, and see that they are obtaining a fair profit.

A good many dealers seem absolutely afraid to stand out for a legitimate profit, forgetting that business is business and not philanthropy. Why should a merchant be afraid to advance his selling price, when the occasion warrants? His butcher and the baker stand on no ceremony in that respect; and he cheerfully pays their prices. Why should he not, in turn, make the other two to pay him a legitimate price? Paint may not be a necessity in the way that bread and meat are, but it is an essential. At any rate the difference is not enough to render two cases very far removed from one another.

Why should the paint dealer be reluctant to raise his price, unless he is

afraid of the quality of his goods? If his paints are reliable, then customers will not object to paying a few cents extra, in fact it is probable that a good many would not be aware that any advance had been made. And if they did so, the explanation that those few extra cents meant the additional guarantee that the purity of the paints had been maintained is quite sufficient. The merchant can explain how the cost of raw material has advanced, and how, rather than disturb the quality of the paints, manufacturers are advancing their prices, thus forcing retail merchants to do the same.

He can also explain that the manufacturing cost is so close to the selling cost that the latter is bound to respond when the former advances. The consumer is, therefore, suffering no hold up.

As we said before, the dealer who is afraid to advance his price proportionately to the manufacturer's increase is either afraid of the purity of his goods, or is afraid of the hold that he has upon his district. The first point needs only one answer, change the brand, while the second answer is somewhat the same, and is change the methods of advertising and selling the paints. Challenge the district boldly for its paint trade. Get after the property owner, get after the householder, get after everybody. Let the store radiate paint, and so impress the personality of the paint department upon the district, that it must have this store's paint and no other. In those circumstances will consumers object to pay more for their paints? Certainly not. The merchant has taught his customers the value of a good article, and nobody expects a good article for nothing. If a merchant is afraid to demand a fair profit on his goods now, what will he do later on when the productive cost of paint is much higher? Now is the best opportunity of putting paint prices on a fair profitable basis.

PAINT AND OIL MARKETS

MONTREAL.

January 28.—Towards the end of last week linseed oil recovered from the set back of 2c, experienced a few days before, and was firm at the old figure of 84c. As was anticipated the English market quickly recovered from its little slump, and the domestic market followed. No other changes are reported, and the markets generally are firm, with a good tone. With the large consumers ready to place orders, and the generally bright prospects, a bear situation is very unlikely unless supplies become top heavy at leading centres.

The spring demand is coming in steadily and well, the advanced figures stimulating business. Users are ordering earlier, and travelers report much more

eagerness to place requirement than was the case at this time last year.

Turpentine—The demand for turpentine has been somewhat quiet, greater attention being paid to the more speculative and advancing co-staple, linseed oil. No manipulation is observable in view of the spring stock being almost in sight in the turpentine farms in the south. We continue to quote 80c for single barrels.

Linseed Oil — The English market swinging back again, domestic prices followed and linseed oil recovered the two cents lost last week. The buying has been good, and the better demand in other staples is acting as a stimulation to linseed oil. We now quote 84c for raw, and 87c for boiled ex-Montreal.

Ground White Lead—The mild weather is helping the sale of paint, colors

The
1910

Campaign on

BRANDRAM-HENDERSON,
LIMITED

"ENGLISH" PAINT

is

BIGGER

and

BETTER

than ever.

It includes **GENERAL** and **SPECIAL NEWSPAPER ADVERTISING.**

CALENDARS bearing agent's name, mailed direct to all prospective paint users in their territory.

PERSONAL LETTERS sent direct to householders, painters, contractors, etc., etc.

WINDOW TRIMS, 4 different designs—very effective.

GALVANIZED IRON SIGNS, for outside, size 2½ x 5½ feet.

Inside **CELLULOID HANGERS**, counter cards, etc., etc.

Write us for particulars of the paint with the formulæ on the can.

70% PURE WHITE LEAD

**BRANDRAM'S
B.B. GENUINE**

30% PURE WHITE ZINC

BRANDRAM-HENDERSON,
LIMITED

Montreal
St. John

Halifax
Toronto

Winnipeg

Hardest Job in the World

IF you are trying to build up a big paint business with inferior paints, Mr. Dealer, you have got the hardest job in the world before you. You may sell a lot of it—but the more of it you sell the more trouble you are piling up for yourself, and you'll have a merry time trying to explain bye-and-bye. More businesses are wrecked on the rock—"IF"—than on any other. You can't get around the *ifs*—you can't climb over them, nor squeeze through them—you must get rid of them.



Martin-Senour Paint—100% Pure

never needs an apology—no *ifs* in its manufacture—no *ifs* when you sell it—no *ifs* to explain after the customer uses it. You'll get rid of every *if* the moment you get rid of inferior paints and begin to sell the Martin-Senour Line—and you will begin to make more money, too. Suppose you write today for the proof of what we say—get our price list and plans to build up the dealer's paint trade.

THE MARTIN-SENOUR CO., Limited
MONTREAL **Pioneers Pure Paint** **CHICAGO**
 The Winnipeg Paint & Glass Co., Ltd. The Maritime Paint & Varnish Co., Ltd.
 Winnipeg Halifax, N. S.



THE WISE

RETAILER

gives prominence to lines whose claims to public approval have made good. In the line of wall finishes there's nothing to surpass MURESCO, and very few finishes in the 'same street.' Amateur and professional alike can produce that subdued, velvety appearance so much desired by using MURESCO. It is very economical to use, and will take 15% more water than any other similar preparation. *Be wise and handle MURESCO.*

BENJAMIN MOORE & COMPANY, Limited
WEST TORONTO

NEW YORK

CHICAGO

CLEVELAND

and varnishes. Ground white lead is feeling this elasticity in business, and a strong demand is being experienced, especially for standard brands. Prices are as follows, strictly pure, \$5.50 to \$6, according to quality, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal. These prices are for large lots. Small requirements would mean 25c per 100 pounds extra.

Red Lead—The demand for red lead is not over bright, although an improvement is noted in some quarters. Quotations are firm at the recent advanced figures. We quote: Genuine red lead in casks, \$4.75; in 100-lb. kegs, \$5.25; less quantities at \$6.25 per 100-lbs.; No. 1 red lead, casks, \$4.25, kegs, \$4.75, and smaller quantities, \$5.75.

Varnishes and Japans—The scope for the use of varnishes and japans seems to be widening year by year. Stains for tinting and dyeing of various kinds of woods are also creating a great deal of attention from manufacturers. Shellacs are moderate in price, and the demand is good for all lines.

Paris Green—Inquiries have been frequent for quotations on Paris green, but manufacturers decline to issue figures so early, as it leads to misunderstanding and corrections later on. Copper, one of the chief elements in the production of Paris green, is so fluctuating in character that it is difficult to issue quotations with any degree of certainty.

White Zinc—The market is without any strong feature. The demand is fair and quotations remain unchanged. We quote: Dry V.M. Red Seal, 7½; Red Seal 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

TORONTO.

January 27.—Present movements of paint goods are not increasing rapidly, though there is some little improvement noted over last week. Futures are going better, though the high prices are retarding even the usual spring bookings.

Turpentine is the centre of interest this week, and the firmer tone to the southern markets has advanced local prices. Linseed oil is back to the high figures of ten days ago. The drop last week did not help matters. In fact it had a contrary effect, and buyers are holding off more than ever. All other lines are unchanged. The market on the whole is decidedly firm.

Linseed Oil—The price has again come up to the high figure of 84 cents for raw oil in single barrels, and 87c for boiled oil. In the middle of last week on account of a decline in Chicago in the price of seed somebody seems to have taken alarm and for two days the price of oil was made two cents lower than it is now, but as the price went up immediately again in England and also the price of seed steadied in Chicago with an advance the crushers have made the price again 84 cents for single barrels, which seems likely to be maintain-

ed for sixty days at least. The lowering of price, however, strengthened the position of buyers who were holding off until a decline, and for the past week they have been saying "I told you so." Had the market remained steady no doubt booking would have increased and buyers would have felt more secure in their stocks.

Turpentine—Advices from Savannah to-day in regard to turpentine indicate that a large dealer has cleared the market, which means that prices may be still further advanced. This has happened in face of the decline of ½ cent per gallon that took place last week and the highest figure for the season has again been reached. Local dealers in Toronto have advanced their price to 87c. Stocks in hand are very light. However, there are two houses selling as low as 83c, though they state that figure may be advanced any time.

Rosins—All grades have remained firm and even advanced in some cases five and ten and for the best grades 25 cents per barrel at Savannah in the last 10 days.

White Lead—Still firm with manufacturers reporting good business. Jobbing firms say hardwaremen are buying slowly and booking little better. Prices still range from \$5.75 to \$6.40 for hundred pound lots.

Red Lead—Firm at the higher prices unchanged. Genuine is \$4.50 in casks and \$5 in kegs; No. 1 is \$4 in casks and \$4.50 in kegs.

Glass and Putty—Both lines steady with no new prices in sight. Glass stocks are low again.

Petroleum—Business splendid. Prices steady and unchanged. Prime white is 13½c; water white is 15½c, and Pratt's Astral is 17½c.

BINDER TWINE PRICES.

The Plymouth Cordage Co., Welland, have published an analysis of prices per unit of length showing what the real values at present are in sisal, standard and Manila grades of binder twine. According to their scale the quotations are based upon present pound prices, but are expressed in terms of the price per unit of length, so that the real working value could be seen at a glance. These are the quotations for the fixed length of 50,000 feet of each grade. Standard or Sisal, \$7.50; 550 foot grade, \$7.04½; 600 foot grade, \$6.87½; 650 foot grade \$6.92¼. From this it is evident that the 600 foot twine costs the least and that more value can be purchased in all of the high grade twines than in standard or sisal, at least this is so when length and not weight is considered.

PRISON LABOR GOODS.

Importations of saddle trees and saddlery, manufactured by the Sullivan Saddle-tree Co., and the Ruwart Saddlery Co., and also of brooms made by the Central Broom Co., have been prohibited, and same are to be seized on their entry into Canada.

"CUMOFF"

ENGLISH:

"Come Off."

SCOTCH:

"Come Awa."

FRENCH:

"Oter."

G. P. Co.:

"Cumoff."

IRISH:

"Faugh-a-Ballagh."

GERMAN:

"Geht Ab."

"CUMOFF"

Is used by painters of all nationalities in Canada who have discarded the obsolete and dangerous process of firing.

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PAINT and VARNISH REMOVER

for use on Wood or Metal. Removes Old Paint, Varnish, Shellac or Enamel, leaving the surface ready for refinishing.

Will not raise the grain of the wood.

HAS NO DISAGREEABLE ODOR.

Will not injure the hands. Will not destroy the brush. Specially useful on Mouldings, Carvings and the refinishing of old frames or Cabinet Work.

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just issued for 1910. - It is the handsomest catalogue in the paint trade, showing in lithographed colors the wide range of Paints and Varnishes manufactured by A. Ramsay & Son Co. and a further complete list illustrated of

Brushes
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Graining Tools
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and information about

Glass
Oils
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and everything required in the Painter's line. Any dealer who has not already received a catalogue can have one on request.

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842

GLASS IMPORTERS

Are You
Looking
for



An
Honest
Paint?

gives the user every satisfaction, and is a pleasure to handle. It covers more surface, lasts longer, and holds its color better than any other prepared paint. The margin of profit, moreover, is specially good. Write for our prices.

Standard Paint & Varnish Works Company, Limited
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We Have Cut the Price in Two!

Is there **NOW** any other article so cheap as

STAR HACK SAWS



at this new list of prices, viz.:

\$3.50	3.75	4.00	4.50	5.00	5.50	6.00	per gross ??
6	7	8	9	10	11	12	Inch

At this new list we will furnish the *best* Blades that have ever been made. *Now* is the time to buy.

MILLERS FALLS COMPANY, 28 WARREN STREET,
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The "INFALLIBLE" GLAZIER'S DIAMOND

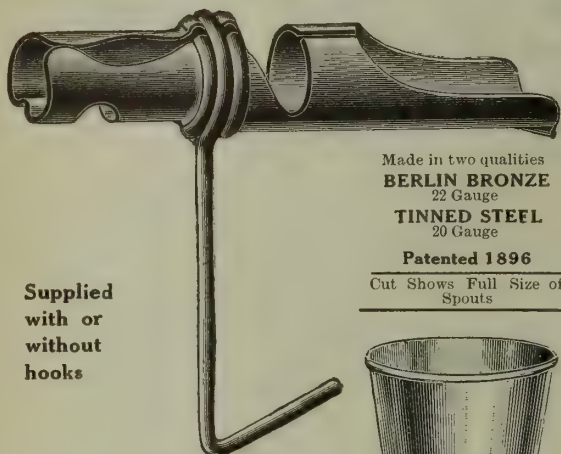
Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

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"EUREKA" Steel Sap Spouts



Supplied
with or
without
hooks

Made in two qualities
BERLIN BRONZE
22 Gauge

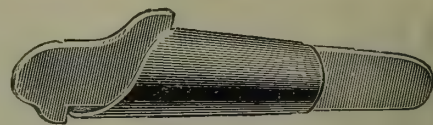
TINNED STEEL
20 Gauge

Patented 1896

Cut Shows Full Size of
Spouts

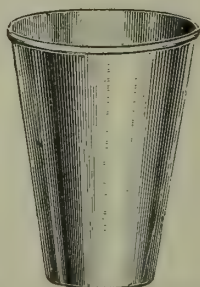
A favorite with the trade and give entire satisfaction to customers, because they are strong, safe and secure; no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

"IMPERIAL" TAPERED



Made from heavy tinned sheets, especially adapted for covered sap buckets.

Prompt
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Sap Pails

Long Pattern—In 5 sizes, from 4 to 12 quarts.

Western Pattern—In 2 sizes, 6 and 10 quarts.

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BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



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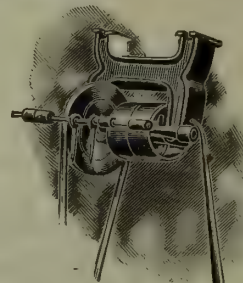
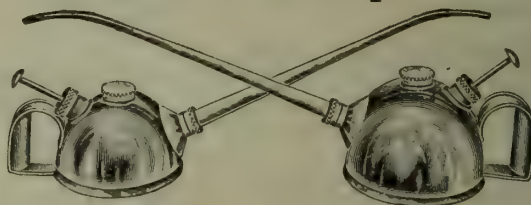
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A slight pressure
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DOUGALL VARNISH CO.

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CANADIAN MAKERS OF THE
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Tea Kettles
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A handsome appearance combined with undoubted utility, makes these kettles the very thing for an Xmas gift. You shou'd meet the demand by ordering promptly

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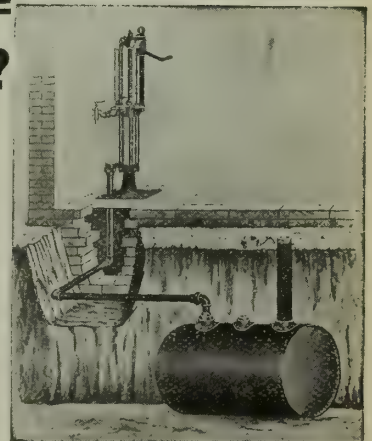
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A device is economical if

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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

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It has strength and tenacity, and will not crack or beat out under pressure.
The steady increase in sales of "KING" Babbitt is an excellent testimony in its favor.
This is a Copperized Metal.

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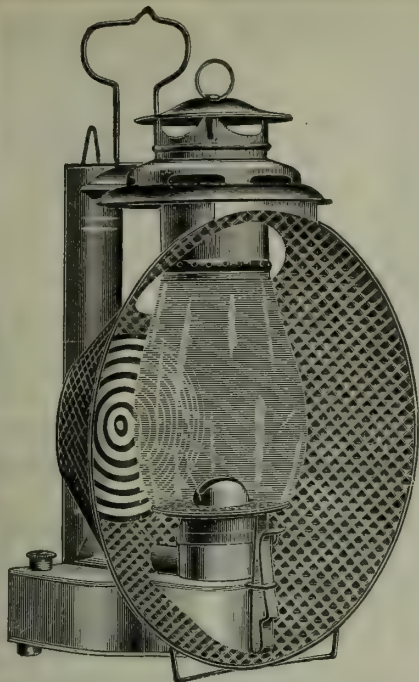
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COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



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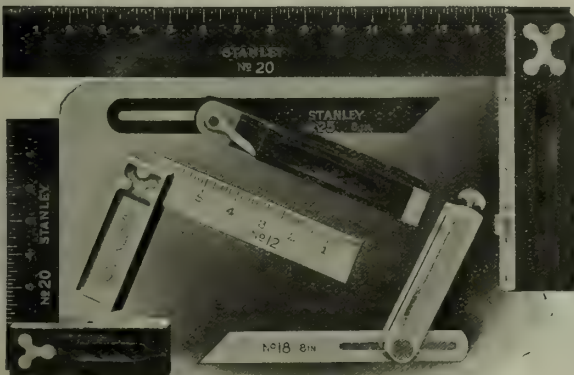
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You Know OUR Goods. Get Your Orders
in and Save Money. Prices
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Among the tools we manufacture are

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No effort is spared in their construction, and the material from which they are made is the very best that can be procured. Every tool before leaving our factory is subject to the most rigid inspection. We are thus enabled to guarantee absolutely every tool shipped—both as regards workmanship and material. Our catalogue contains full description of these and other styles.

We are now prepared to ship from our CANADIAN WORKS all sizes of "BAILEY" Bench and Block Planes, also Bit Braces, Spoke Shaves and Pocket Levels. As fast as practicable, we expect to increase the output of this plant to include other tools shown in our catalogue. Address all communications to



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The "LEONORA" Cold Meat Fork

The cut shows this attractive and rapid-selling

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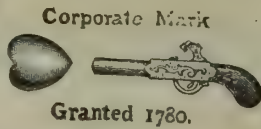
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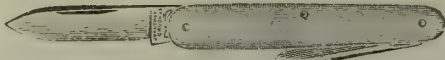
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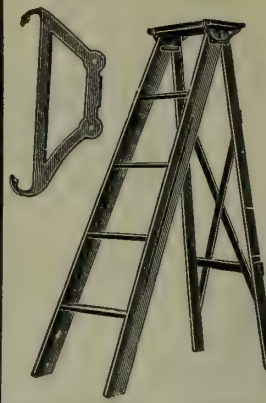


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BABBITS FOR ALL MACHINERY PURPOSES



LION METAL STANDS UP UNDER HIGH SPEED AND PRESSURE
A Babbitt That Gives Satisfaction and Secures Repeat Orders. Write for Price and Discount
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STEP LADDERS

4 TO 12 FEET

Clear Norway Pine legs, hardwood steps, malleable iron clamp so that top step cannot come off. No strings or braces required. Also

**FOLDING CURTAIN STRETCHERS
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**Cap Screws, Set Screws, Studs
Special Milled Work
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Holds the pipe firmly on all sides. 2 to 6 inches in diameter, and made of galvanized wire. Sample by mail.

For Tile Drain work Iwan's Adjustable and Stationary Drain Cleaners are the most practical and labor saving on the market.

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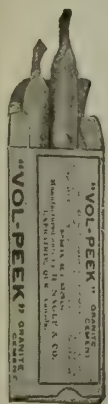
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GRANITE CEMENT

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BY SEEING THAT THIS EXACT
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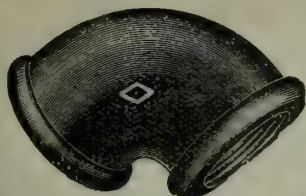
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will prove a certain trade builder for you. Handle them exclusively and insist on having "Diamond" Brand. Perfect in fit, thread and finish.

WHOLESALE ONLY FROM

OSHAWA STEAM & GAS FITTINGS CO., Ltd.
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THE "SPECIAL" SAW SET



A SAW SET FOR EVERY SAW.

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| No. 1 | " | " |
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ECONOMY, STRENGTH and ELASTICITY

The 12½g. and 14g. will save you over 60 per cent. as against Nos. 8 and 10 gauges ordinary wire.

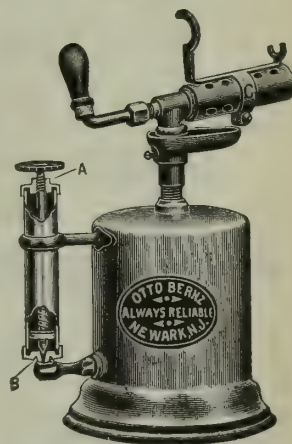
Manufacturers: Felten & Guillaume, Lahmeyerwerke-Actien-Gesellschaft
Carlswerk, M. E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

Gasoline Combination Blow Torches

(Patent Applied for.)

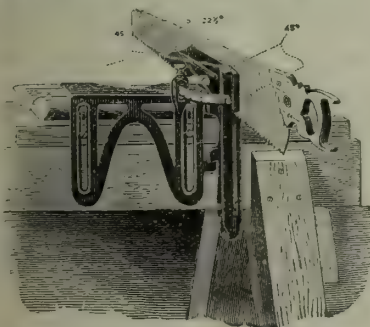
furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder, either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any jobbing house in Canada.



OTTO BERNZ

13th St., Newark, N.J.

MITER BOX—IMPROVED "SEAVEY"



Can be used on scaffold or ladder as well as on bench. Lightest, Latest, Simplest and Most Accurate.

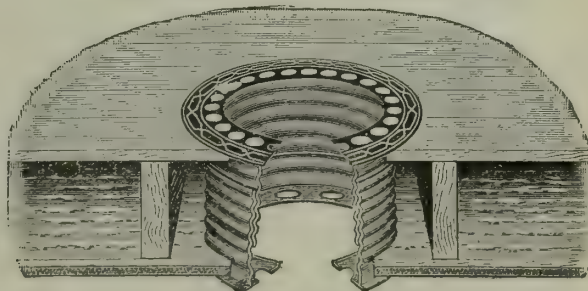
No special Saw required. Can be folded and carried in tool chest.

Will cut any width of Miter. Makes perfect Joint. Weighs only two pounds.

If your jobber cannot supply you, write us for illustration and prices.

SMITH HARDWARE CO., Ltd., Montreal, Can.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order, because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

Steel Rules, Gauges
Etc.

CHESTERMAN'S MEASURING TAPES

Engineers' Small
Tools

Linen,
and Steel

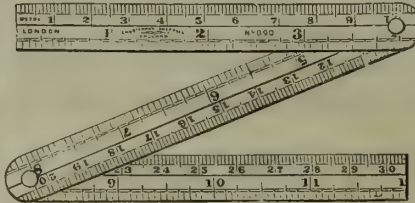
Trade



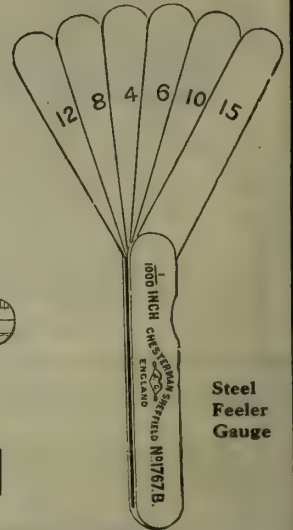
Marks



TREBLE



Steel Pocket Rule



Steel
Feeler
Gauge

For Prices, Catalogues, etc.,
apply to

F. H. SCOTT, 120 Coristine Bldg., Montreal

An Invitation to Visit

Mr. W. H. Heard, President Spramotor Co., London, Ont.,
cordially invites every visitor at the Retail Hardwaremen's
Convention, beginning February 9th, to visit the

SPRAMOTOR Factory

Spramotor Factory. It is located within a three minutes'
walk from the Convention Headquarters. When you

During Hardwaremen's

arrive you will be made to feel perfectly at home, as it
were, and shown how the wonderful Spramotor is made.

Convention at London.

SPRAMOTOR CO., 68-70 KING ST., LONDON

CARRIAGE

SPRINGS & AXLES

ANCHOR

BRAND



THE GUELPH SPRING & AXLE CO.
LIMITED

GUELPH, ONT.

COVERT MFG. CO.
TROY, N.Y.

Chains
Halters
Horse
Ties
Snaps of
all kinds
Jacks



Square
Brand
of
Harness
Hard-
ware

Look for
this Trade Mark
on all Genuine Covert Goods

WANTED LIVE MEN



One representative in Calgary
sent us twenty-eight subscrip-
tions, which he secured in a
few hours of his spare time.

We need hustlers—men of energy.

Men who want to be No. 1, who wish to increase
their earning capacity.

Who are too ambitious to drag along day after day in
inferior positions.

This is the class of men we want as representatives
of the Busy Man's Magazine.

Busy Man's is a high-grade publication, read by the
most progressive people of this country.

To those capable of meeting this class of people, and
who "make good," we will give entire charge of
our dozen publications.

If you are of the above calibre—even if you can de-
vote only part of your time to our work, write us.
Our proposition will make it well worth your while.

The MacLean Publishing Co., Ltd.
10 Front St. E., Toronto

TRY A

Condensed Ad.

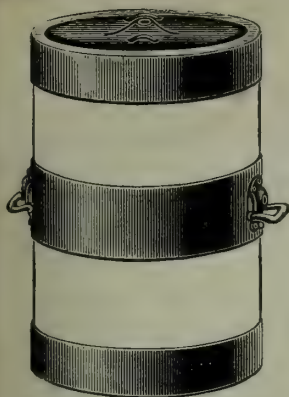
IN

Hardware and Metal

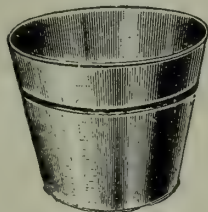
Tell Them You Saw it in Hardware and Metal.
The Advertiser Will Appreciate It.

NOW IS THE TIME

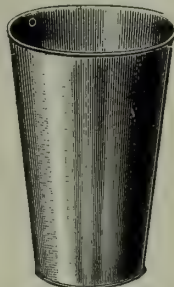
to give some attention to your spring stock of Sap Pails, Sap Spiles, Milk Cans, Creamery Cans, Trimming, etc. Let us know your requirements for the coming season.



Trimming for all sizes and styles of Milk and Creamery Cans.

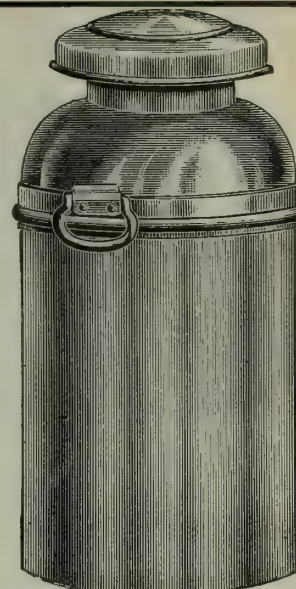


Sap Pails - Flaring
6 and 10 qt.

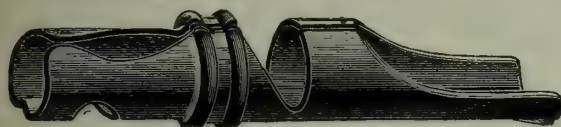


Sap Buckets—Straight
No. 12—2 gallon
No. 16—3 gallon

All Sap Pails
and Buckets
are punched
unless
otherwise
specified



Milk Cans—Factory, Railroad, Cream.
All sizes.



Sap Spiles—"Eureka" Cast, "Eureka" Steel, with or without hooks.

E. T. WRIGHT & CO.
HAMILTON, CANADA

Henry Boker's "Arrow" Brand Quality



Side Cutting Pliers

Also a complete line of strictly high class tools

UNEQUALLED BY ANY OTHER MAKE FOR STYLE AND WORKMANSHIP

For Sale by all Leading Wholesale Hardware Houses



McKINNON ELECTRIC WELDED COW TIES

Short, smooth links, making a flexible chain that can not injure the hide of the animal. Strongest chain made.

A full line of Chain for the
Hardware Trade.

McKINNON CHAIN CO.

BUFFALO, N.Y.

ST. CATHARINES, ONT.

PLYMOUTH CORDAGE CO.

PLYMOUTH

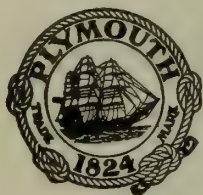
WELLAND



Use "PLYMOUTH" (Ship Brand) Lath yarns; they will save you money and increase your satisfaction.

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?



INDEPENDENT CORDAGE CO., LTD.

Stocks at
TORONTO
MONTREAL
HALIFAX

ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



Start
the New Year
right by stocking the

HANDIHOOK

It is always ready for use. Twice the size of illustration. It holds up to 10 lbs. in wall or woodwork. Your customers will appreciate its many good features, and our advertising will give the necessary assistance to make it a good seller.

ASK YOUR JOBBER OR WRITE
THE MANUFACTURERS SALES COMPANY
(Canadian Agents for August Goertz & Co., Newark, N.J.)
F. H. REID 14-315 BIRKS BLDG., MONTREAL

One-Hand Flour Sifters

OUT SOON

Retails at
35 cents

ORDER NOW

Each List at
\$50.40 Gross
1 doz. in Case
100 Gross in Car

Shipments start about March 1st. Orders filled in rotation. Guarantee you about 33% profit. Freight allowance. Get order in quick.

WHAT WE CLAIM FOR

The AYLMER

DOUBLE CYLINDER DOUBLE ACTING FORCE PUMP

This is the only Pump manufactured that has no leather suckers and requires no packing or packed joints of any kind.

Easy Working
Always Primed
Never Freezes
In case of fire this pump has no equal.

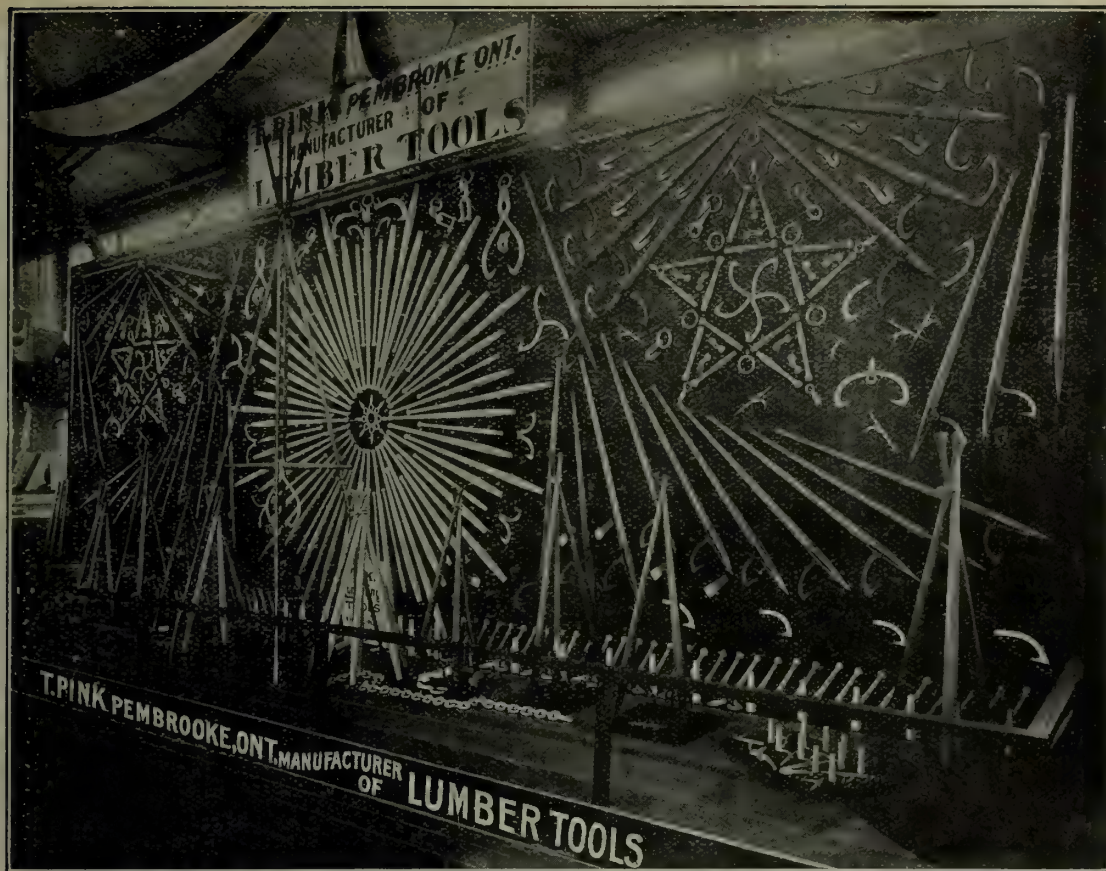
THIS CUT represents our Pump, as shown in the well. This with three-way cock and side pipe for conveying water to barn or wherever needed, will force the water any distance, and to any elevation required with ease.

Manufactured only by

AYLMER PULP AND SCALE CO., Limited

AYLMER, ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable

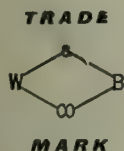
Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

≡ No. 71 ≡



Is just off the Press.

It lists our complete line and if you
have not received a copy write for one to-day.



The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:
ST. CATHARINES, - ONTARIO

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions
inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1188-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE



SEYMOUR SHEARS

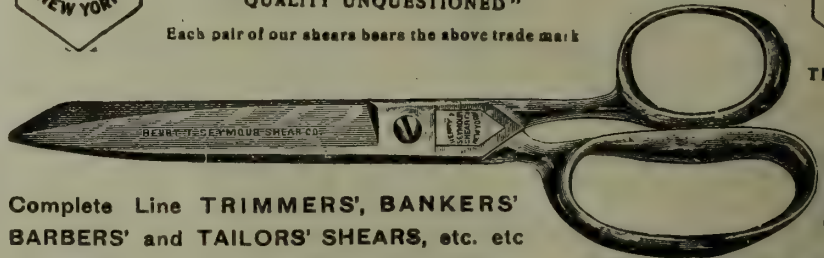
have been the Standard for over seventy year

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK



Complete Line TRIMMERS', BANKERS'
BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Latest catalogue will be
sent in ex-
change for
your business
card.

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS' SCISSORS,
TINNERS' SNIPS, ETC.
"Best in the World"

Since 1825, and a steady increase in sales
due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.
Contractors to H. M. Government and the principal English Sheet and Plate Glass
Works

THOS. GARFITT & SON

SHEFFIELD — ENGLAND

Manufacturers of

Reaper and Mower Supplies

Sections, Guard Plates

and Complete Knives by a

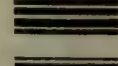
new process which gives very
fine results.

REPRESENTATIVES

JNO. L. RICHARDSON & CO.

65 Front St. E. — TORONTO

Established 1798.



Brass and Steel
PINION WIRE

ANY LENGTHS.

John Rigby & Sons,

LIMITED

Rawfolds Wire Mills,

CLECKHEATON, Eng.

Head Offices and Works—

ADELPHI WIRE MILLS,

SALFORD, MANCHESTER, Eng.

Branch Works—PARK HOUSE WIRE MILLS,

LOW MOOR, YORKSHIRE, Eng.

IRON and STEEL WIRE of all kinds
from 1.2" to 40" gauge, in coils or cut lengths.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply

Dominion Brand Tarred Felt

Good Luck Tarred and Dry Fibre

**Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch**

When ordering your Spring requirements in

WIRE NAILS and

OILED AND ANNEALED WIRE

Specify for the products of

**THE LAIDLAW BALE-TIE CO., HAMILTON
ONTARIO**

CANADIAN PACIFIC

WESTERN EXCURSIONS

Single Fare

Plus \$2.00 for the
Round Trip

From all stations in Ontario, Port
Arthur and West, Manitoba, Saskat-
chewan and Alberta, to

VANCOUVER VICTORIA and WESTMINSTER

Also to OKANAGAN VALLEY and
KOOTENAY POINTS

Tickets on sale December 16, 17, 18,
1909; January 21, 22, 23 and 24; Feb-
ruary 15, 16, 17 1910; good to return
within three months.

PEERLESS

The Fence that saves Expense

for the farmer
—because it never needs
attention or repairs—once erected.
And simply because it pleases farmers
so well—it is far the best fence for you
to sell. You do not want to sell fence
that will make the buyer come back to
you with a complaint. Peerless Fence is
so good and is so satisfactory that cus-
tomers come back — for other goods.
That's the secret of success, Mr. Dealer,
Selling goods that create more trade and
good will. Peerless Fencing does it.
We have a special proposition that will
interest you. Write for it now.

The Banwell-Hoxie Wire Fence Co., Ltd.

Dept. J. Hamilton, Ont.

Winnipeg, Man.

STRONGER

Than Stock-Weather and Wear

Roofing and Building Paper of Quality

THE WISEST DEALER is the one who realizes the importance of having high-class goods to offer to his trade, and who knows how to make use of the reputation of the manufacturers whose product he buys. In the end he wins by giving his trade what is really best adapted to his needs.

We also make Wrapping Paper and OUR LINES make satisfied customers and bring you trade for other goods.

2 and 3 Ply Roofing; BLACK



DIAMOND FELT, CYCLONE, JOLIETTE SHEATHING, Etc.

ALEX. McARTHUR & CO., Limited

82 McGill Street

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb. 0 08½ 0 08

BABBIT ETAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallo, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4, 5c. per lb.

James Robertson Co.—Extra Monarch, 40c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbitt metal, 25c.; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Turber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

Lion Metal Co., Montreal.—Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Anti-friction, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

Plates, ½ to 1 inch, per 100 lb. 2 20 2 20

Heads, per 100 lb. 2 45 2 45

Tank plates, 3-16 inch, 2 30 2 40

Tubes, per 100 feet, 1 inch 9 50 9 00

" " 2 " 10 50 10 00

" " 3 " 12 00 12 10

" " 4 " 15 00 15 30

" " 5 " 19 25 19 45

BRASS.

Spring sheets, up to 20 gauge 0 23

Rods, base ½ to 1 inch, round 0 22

Tubing, seamless base, per lb. 0 26

Tubing, iron pipe size, 1 inch base, 0 24

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.

Standard Compression work, 65 p.c.

High grade compression work, 60 p.c.

Cushion work, 65 per cent.

Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2

basin cocks, 70 p.c.

Flatway stop and stop and waste cocks, 65

p.c.; roundway, 60 p.c.

J.M.T. Globe, Angle and Check Valves, 55

p.c.; Standard, 65 p.c.

J.M.T. Radiator Valves, 60; Standard, 65;

patent quick-opening valves, 70 and 10 p.c.

Kerr extra, standard, globes, angles and

checks, 60 p.c.

Kerr Jenkins' disc, standard valves, 62½ p.c.

Kerr copper alloy disc standard globe, angle

and check valves, 62½ p.c.

Kerr standard radiator disc valves, 65 and 10

p.c.; Jenkins disc and quick opening hot

water radiator valves, 75 p.c.

Kerr Weber I.B.E.M. straightway and water

gate valves, screwed and flanged, 62½ and

10 p.c.

Kerr N.P. Union Elbows, 75 p.c.

Kerr "Radium" valve discs, 45 p.c.

Jenkins' Valves—Quotations on application

to Jenkins' Bros., Montreal.

COPPER

Per 100 lb.

Casting ingot, 14 50 14 50

Out lengths, round bars, ½ to 2 in. 21 00

Plain sheets, 14 oz., 14x18", 14x60", 23 00

Plain, 16 oz., 14x18 and 14x60, 22 00

Tinned copper sheet, base, 24 00

Planished base, 28 00

Braziers, in sheets, 4x8 base, 20 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

Montreal Toronto.

Canadian foundry, No. 2 22 00

Middleboro, No. 3 pig iron, 19 00 21 00

Summerlee, No. 2 20 50 23 50

Carron, special, 20 50

Carron, soft, 20 25

Cleveland, No. 1 19 75 21 75

Larence, No. 3 19 50 21 75

Jarrow, 21 75

Glenarnock, 23 50

Radnor, charcoal iron, 32 00 32 50

Deseronto charcoal iron, 24 00 24 00

Ayresome, No. 3, 20 00

Ferro Nickel pig iron (Soo), 25 00

Steel billets, Bessemer or open hearth, 27.50

f.o.b. Pittsburgh.

Angles, base 2 60 2 60

Common bar, per 100 lb. 1 85 2 00

Forged iron 2 00 2 10

Refined " 2 10 2 25

Horseshoe iron " 2 10 2 25

Band iron, No. 10 gauge base 2 15 2 30

Mild steel, 1 85 2 10

Sleigh shoe steel, 1 85 2 10

Iron finish machinery steel

(domestic), 1 90 2 10

Iron finish steel (foreign), 2 25 2 25

Reeled machinery steel 2 85 3 00

Tire steel 1 90 2 10

Sheet cast steel, 0 15 0 15

Toe calk steel, 2 35 2 50

Mining cast steel, 0 07½ 0 08

High speed, 0 60 0 60

Capital tool steel, 0 50

Camell Laird, 0 14

Black Diamond tool steel, 0 08 0 08

Corona tool steel, 0 06½

Silver tool steel, 0 12½

COLD ROLLED SHAPING

9-16 to 11-16 inch, 0 06

1 to 17-16 " 0 05½

17-16 to 3 " 0 05

Montreal, 25 and 2, Toronto, 30.

BLACK SHEETS

Montreal Toronto

10 gauge, 2 30 2 50

12 " 2 30 2 55

14 " 2 20 2 35

16 " 2 30 2 45

18 " 2 20 2 45

20 " 2 20 2 45

22 " 2 25 2 55

24 " 2 25 2 55

26 " 2 35 2 65

28 " 2 40 2 80

CANADA PLATES

Ordinary, 52 sheets, 2 40 2 60

All bright, 52 sheets, 3 50 3 60

Galvanized—Apollo D. Crown Ordinary

18x24x52, 4 45 4 45

4 70 4 70

20x28x50, 8 90 8 90

9 40 9 40

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square, 5 50

24 " " 4 50

26 " " 3 50

28 " " 3 30

GALVANIZED SHEETS

Colborne

B.W. Queen's Fleur-de-Lis Gordon

gauge Head de-Lis Crown Best

16-20, 3 60 3 35 3 65

22-24, 3 65 3 40 3 75

26, 4 05 3 80 4 15

28, 4 25 4 00 4 35

Less than case lots 25 cents extra.

Apollo brand—Montreal Toronto

24 gauge, American, 3 35

26 " " 3 85

28 " (26 English), 4 10

10 oz., equal to 28 English, 4 35

IRON PIPE.

Size (per 100 ft.) Black Galvanized

1 inch, 2 03 2 86

1 " " 2 25 3 08

1 " " 2 63 3 48

1 " " 3 25 4 43

1 " " 4 70 6 35

1 " " 7 70 10 40

1 " " 10 36 13 86

2 " " 16 69 24 14

3 " " 21 52 31 07

3 " " 27 08 36 58

4 " " 30 78 41 68

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushes, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe up to 6 inch, 70; 7 and 8 in. pipe, 40 p.c. Light pipe, 60 p.c.; fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95. Flat rim enameled sinks, 18 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent. Furnaces—45 per cent.

Registers—70 per cent.

Hot Water Boilers—50 and 10 per cent.

Hot Water Radiators—50 and 10 per cent.

Steam Radiators—50 10 and 2½ per cent

Wall Radiators—50 and 10 p.c.

Specials—25 p.c.

OLD MATERIAL

Dealers buying prices: Montreal Toronto

Heavy copper and wire, lb. 0 11 0 11½

Light copper bottoms 0 10 0 10½

Heavy red brass, 0 10 0 10½

" yellow brass 0 08 0 08½

Light brass, 0 08½ 0 09

Tea lead, 0 02½ 0 02½

Heavy lead, 0 02½ 0 03

Scrap zinc, 0 03 0 03½

No. 1 wrought iron 12 00 11 00

Machinery cast scrap, No. 1 15 00 15 50

Stove plate, 12 00 13 00

Malleable, 9 00 8 00

Miscellaneous steel 7 00 6 00

Old rubbers, 0 09 0 09

LEAD.

Montreal Toronto

Domestic (Trail) pig, 100 lb 3 75 3 70

Imported pig, per 100 lb., 3 75 3 85

Rar pig, per 100 lb., 4 15 4 25

Sheets, 2½ lb. sq. ft., by roll, 5 00 5 00

Sheets, 3 to 6 lb. ft., 4 75 4 75

Cut sheets ¾ c. per lb. extra.

Cut sheets to size, ¾ c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.

Caulking lead, 4½ c. per pound.

Traps and bends, 50 per cent.

SOLDER.

Per lb. Montreal Toronto

Bar, half-and-half, guaranteed 0 20 0 19½

Wiping, 0 18½ 0 19½

SHEET ZINC.

5-owt. casks, 6 75 6 75

Part casks, 7 00 7 00

SPELTER.

Foreign, per 100 lb. 6 25 6 00

TIN AND TINPLATES

Lamb and Flag and Straits—

56 and 28-lb. ingots, 100 lb. \$35 00 35 00

Charcoal Plates—Bright

M.L.S. Famous (equal Bradley) Per box

10, 14 x 20 base, \$6 00

IX, 14 x 20 " 6 50

IXX, 14 x 20 base, 7 50

Raven and Vulture Grades—

10, 14 x 20 base, 5 00

IX, " " 5 00

IXX, " " 7 00

**SIMONDS No. 8 1/2**

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and taping 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.

WIRE CLOTH
Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING
Galvanized barb. 2 50 2 55
Galvanized barb, f.o.b. Montreal, \$2.65 for small lots and \$2.55 for car lots.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, 3/8, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 3/8, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES
Galvanized 2 85
Plain 2 60

PAINTS, OILS AND GLASS

BRUSHES
Paint and household, 75 per cent..
Per lb. 0 40

CHEMICALS.
In casks per lb.
Sulphate of copper (bluestone) 0 07
Litharge, ground 0 85
" flaked 0 85
Green copperas (green vitrol) 0 01
Sugar of lead 0 08

COLOURS IN OIL.
Venetian red, 1-lb. tins pure. 0 08
Chrome yellow 0 14
Golden ochre 0 10
French 0 08
Chrome green 0 09
French permanent green 0 13
Siam writers' black 0 15
Marine black, 35 lb. tins 0 04

GLUM.
Domestic sheet, in barrels 0 89
French medal 0 10

PARIS WHITE.
In bbls 1 60

PARIS GREEN.
Barrels 0 16
35-lb. drums 0 17

PIGMENTS.
Orange Mineral, casks 0 82
" 100-lb. kegs 0 09

PREPARED PAINTS.
Barn (in bbls.) 1 gal. tins 0 70
" 5 gal. tins 0 65
Sherwin-Williams paint, qt tins 1 70
Canada Paint Co.'s pure, qt tins 1 60
Globe house paint (Windsor) 1 25
" New Era" house paint (Windsor) 1 35
Benj. Moore Co.'s "Ark" B'd 1 30
Moore's pure linseed oil, H.O. 1 35
Brandram-Henderson's "English" qt. tins 1 60
Ramsey's paint, pure, per gal. 1 40
" Thistle 1 10
Martin-Senour 100 p.c. pure, 1 60
Senour's Floor Paint, 1 40
Jamieson's "Crown and Anchor" 1 40
Jamieson's floor enamel 1 75
Island City pure paint 1 40
Sanderson Peary's, pure 1 30
Robertson's pure paint 1 35

PLASTER OF PARIS
Per barrel 2 30
PINE TAR
Half-pint tins, per dozen 0 60

PUTTY.
Standard.
Bulk in casks 2 00
" 100-lb. drums 2 50
Bladders in bbls 2 40

RED DRY LEAD.
Genuine, 560 lb. casks, per cwt 4 75 4 75
Genuine, 100 lb. kegs, 5 25 5 25
No. 1, casks, per 100 lbs. 4 25 4 25
No. 1, kegs, per 100 lbs. 4 75 4 75

SHINGLE STAINS.
In 5-gallon buckets 0 75

TURPENTINE AND OIL.
Montreal Toronto
Prime white petroleum per gal. 0 13
Water white 0 14
Pratt's astral 0 17
Castor oil, per lb. 0 08
Motor Gasoline single bbls. 0 16
Benzine, per gal single bbls 0 13
Turpentine, single barrels 0 80 0 88
Linseed Oil, " raw, 0 84 0 84
" boiled 0 87 0 87

VARNISHES.
Per gal. cans.
Carriage, No. 1 1 50
Pale durable body 3 50
" hard rubbing 3 00
Finest elastic glazing 3 00
Elastic Oak 1 50
Furniture, polishing 2 00
Furniture, extra 1 15
" No. 1 0 90
" No. 2 0 85
Light oil finish 1 50
Gold size Japan 2 00
Turps brown Japan 1 50
No. 1 brown Japan 1 00
Baking black Japan 1 35
No. 1 black Japan 0 90
Benzine black Japan 0 70
Crystal Damar 2 50
No. 1 2 25
Pure asphaltum 1 40
Oleoth 1 50
Lighting dryer 0 75
Elastiline varnish 2 00
Graniline floor varnish 3 50
Maple Leaf coach enamel 1 20
Sherwin-Williams' kopal varnish 2 50
Canada Paint Co.'s sun varnish 2 00
" Kyanize" interior finish 2 40
" Flint-Lac" coach 1 80
B.H. Co's "Gold Medal" in cases 2 85
Jamieson's Copalene 2 50
Flatline floor finish 3 00
Elastic exterior finish 4 95
Island City Dreadnought Finish 2 50
Stovepipe varnish, 1/2 pints, per gross. 8 00
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., \$2.30.
Pure white shellac varnish, in barrels 1 75
Pure orange 1 70
No. 1 orange 1 25

WINDOW GLASS
Size United Star Double
Inches. Diamond
Under 26 \$4 25 \$ 6 35
26 to 40 4 65 6 75
41 to 50 5 10 7 50
51 to 60 5 35 8 50
61 to 70 5 75 9 75
71 to 80 6 25 11 00
81 to 85 7 00 12 50
86 to 90 15 00
91 to 95 17 50
96 to 100 20 50
Toronto, 20 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

Montreal Toronto
Munro's Select Flake White. . . 6 25 6 40
Elephant Genuine 6 25 6 40
Lily Pure 5 75 5 90
Tiger Pure 5 55 5 70
Monarch (Windsor) 6 50
Essex Genuine (Windsor) 5 50
Brandram's B. B. Genuine 6 85 7 00
" Anchor" pure 5 50 5 65
Ramsey's Pure Lead 5 50 5 65
Ramsey's Exterior 5 25 5 40
" Crown and Anchor" pure 5 75 5 90
Island City pure lead 5 75 5 90
Sanderson Peary's 5 75
Robertson's C.P., lead 5 50 5 65
Decorators' Pure 5 75 5 90
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).
Extra Red Seal, V.M. 0 07

WHITE ZINC IN OIL)
Pure, in 25-lb. tins 0 08
No. 1, " 0 07
No. 2, " 0 05

WHITING.
Plain, in bbls 0 70
Gilders bolted in barrels 1 00

HARDWARE

ADZES.
Carpenters', per doz. 12 50 14 00
Plain ship, " 18 00 22 00

AXES AND HATCHETS
Single bit, per doz. 6 00 9 00
Double bit " 9 60 11 00
Bench Axes 6 75 10 00
Broad Axes 22 75 25 00
Hunters' Axes 5 00 6 00
Boys' Axes 5 75 6 50
Laying hatchets 4 70 10 70
Shingle " 1 45 8 75
Olav " 1 70 5 00
Barrell " 4 50 6 85

ANVILS.
Taylor-Forbes, prospectors 0 05
Buckworth, per lb. 0 10

AMMUNITION
"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c; buck and seal, 80c; No. 28 ball, \$1.20, per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS
Ford's auger bits. 30 and 10
Irwin's augers. 47 1/2
Gilmour's auger. 60
Rockford auger. 50 and 10
Gilmour's car. 47 1/2
Clark's expansive. 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

dos. pairs.
stearns wood track 4 50 6 00
Zenith 3 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 8 50
Double strap hangers, doz. sets 6 40
Standard jointed hangers, " 6 40
Steel King hangers 6 25
Storm King and safety hangers 6 50
" rail 4 25
Crown 4 85
Crescent 6 50
Sovereign 7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen 3 35
Defiance, dozen 2 75
Gem dozen 7 50

BELLS
Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.
Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10 Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c; out laces, 85c.

BIRD CAGES.
Brass and Japanned, 40 p.c.

BOLTS AND NUTS
Carriage Bolts, common new \$1 list Per cent
" " and smaller 70
" " 7-16 and up 60
" " Norway Iron (\$3 list) 60

Machine Bolts, 1/2 and less 60, 10 and 10
Machine Bolts, 7-16 and up 60
Plough Bolts 55, 5 and 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, 1/2 and less 60 and 10
" 7-16 and larger 55 and 5
Coach Screws, new list 75
Nuts, square, all sizes, 40c. per lb. off.
Nuts, hexagon, all sizes, 40c. per lb. off.
Stove Rods per lb., 5 1/2 to 8c.
Stove Bolts, 80

BUILDING PAPER, ETC.
Tarred Slater's paper, per roll 0 70
O. K. paper, No. 1, per roll 0 75
O. K. paper, No. 2, " 1 70
Plain Fibre, No. 1, per 400 ft. roll 0 45
Tarred Fibre, No. 1, per 400 ft. roll 0 55
Tarred Fibre Cyclone, 35 lb., per roll 0 55
Dry Cyclone, 15 lbs. 0 45
Tarred Sheathing (Joliet), 25 lb. 0 45
Tarred Felt, 7 oz., 50 lbs. 1 80
Plain Surprise, per roll 0 40
Resin sized Fibre per roll 0 40
Asbestos building paper, per 100 lbs. 4 00
Heavy straw, plain & tarred, per ton 37 50
Same in Maritime Provinces. 2 50
Carpet Felt, per 100 lbs. 2 50
Tarred wool roofing felt, per 100 lbs. 1 80
Pitch, Boston or Sydney, per 100 lbs 0 70
Pitch, Scotch, per 100 lbs. 0 65
Heavy Fibre, 3 1/2 & 60, per 100 lbs. 8 00
2 Ply Ready Roofing, per square 0 70
" " 95
3 Ply complete, per roll 1 15
" " 1 35
Liquid Roofing Cement, bris., per gal 0 15
" tins 0 20
Crude Coal Tar, per barrel 3 50
Refined Coal Tar, tins, per doz. 1 00
Refined Coal Tar, per barrel 4 50
Shingle varnish, per barrel 4 50
Qaps, per lb. 0 06
Nails, per lb. 0 05
Map cotton, per lb. 0 15



Amatite ROOFING

Needs No Painting

If you had a sample of Amatite in your hand you would see in an instant why it needs no painting or coating to keep it waterproof.

It has a rough surface of real mineral matter on the weather side.

It is evident to anyone that it is no more necessary to paint such a surface than it is necessary to paint a stone wall. Stone needs no paint; neither does Amatite. It is strong enough in itself to bear the brunt of rain and wind and sun without a protective coat of paint.

To paint Amatite would be a waste of time and trouble.

Amatite will last for many years without any care whatever. It is made to be trouble proof as well as weather proof.

A roofing that consists of smooth materials, made to receive a heavy coating of paint, is not a roofing at all—the paint is the real roof. If you are told that certain roofings don't need painting when first laid, don't be deceived into thinking that they are like Amatite. The first coat of paint has been applied at the factory—that's all, and it will wear off in a little while and require renewal.

No paint is good enough to make a durable roof; a thick layer of pitch faced with a real mineral surface is far better—and that means Amatite. Free Sample and Booklet—A Free sample with Booklet will be sent on request to our nearest office.

Paterson Manufacturing Company, Limited

Toronto

Montreal

Winnipeg

St. John, N.B.

Halifax, N.S.

BINDER TWINE.	
500 feet, steel.....	0 08 1/2
500 " standard.....	0 08 1/2
550 " " manilla.....	0 09 1/2
600 " " ".....	0 11 1/2
650 " " ".....	0 13

Car lots, 10c. less; 5-ton lots, 10c. less

Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c.	
Wrought Brass, 45 p.c. off revised list.	
Cast Iron Loose Pin, 60 per cent.	
Wrought Steel Fast Joint and Loose Pin, 70 per cent.	
Crescent brands, 70 per cent.	

CEMENT AND FIREBRICK	
Canadian Portland, bags per bbl	1 50 1 65
White Bros. English.....	2 00 2 05
" Lafarge " cement in wood.....	3 40
Fire brick, Scotch, per 1,000.....	23 00 28 00
" English.....	17 00 21 00
" American, low.....	23 00 25 00
" " high.....	27 50 35 00
Fire clay (Scotch), net ton.....	5 70

CHALK AND PENCILS

Carpenters Colored, per gross.....	0 65 0 80
" lead pencils, per gross.....	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in., doz.....	2 20
Berrel edge, 1 inch, doz.....	2 50

CHAIN

Proof coil, per 100 lb., 1/4 in., \$6.00; 5-16 in., \$4.85; 1/2 in., \$4.25; 7-16 in., \$4.00; 3/4 in., \$3.75; 9-16 in., \$3.70; 1 in., \$3.65; 1 1/8 in., \$3.60; 1 1/4 in., \$3.45; 1 1/2 in., \$3.40.	
Scall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie out, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47 1/2 per cent.	
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CLAMPS

Malleable swivel head, 4 in.....	2 50
" adjustable, 4 in.....	7 60
Carpenters, 3 feet.....	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lengths.....	3 00
3 " " ".....	3 65
4 " " ".....	4 80
5 " " ".....	6 60
" " ".....	8 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.	
Copper tea and coffee pots, 45 p.c.	
Copper pitta, 30 per cent.	
Foundry goods, hollow ware, 45 p.c.	

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	

DOOR SETS.

Canadian, 45 and 10 per cent.	
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DOOR HANGERS (PARLOR)

Single sets, each (Easy brand).....	1 80
Double sets, each.....	3 25
Unbreakable rail, 100 feet.....	8 00

DRAW KNIVES

arpente 6 inch, doz.....	5 25
Folding handles, 8 nob, doz.....	1 8

DRILLS

Bit stock drills, 2-32 in., doz.....	6 57
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ESCUTCHEONS.

Canadian, 45 and 10 per cent.	
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ESCUTCHEON PINS.

Steel, discount 50 per cent.	
Brass, 55 per cent.	

EAVETROUGHES.	
8 inch, in 10 foot lengths.....	2 75
10 " " ".....	3 00
12 " " ".....	3 50
15 " " ".....	5 10

Add extra 10c. per 100 on O.G. Round Bead

Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.	
Hand delivery and creamery cans, 40 p.c.	
Railroad and cream cans and taps 45 p.c.	
Creamery trimmings, 75 and 12 1/2 p.c.	

FAUCETS.

Common, cork-lined, 35 per cent.	
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FARRIER KNIVES

Buckworth, 50 p.c.	
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FILES AND RASPS.

	Per cent
Disston's.....	70 and 10
Great Western, American.....	70 and 10
Kearney & Foot, Arcade.....	70 and 10
J. Barton Smith, Eagle.....	70 and 10
McClellan, Globe.....	70 and 10
Black Diamond.....	60 and 10
Nicholson.....	62 1/2
Jowett's (English list).....	27 1/2

FORGES

Blacksmiths portable, 135 lbs.....	9 85
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GALVANIZED WARE

Dufferin pattern pails, 50 per cent.	
Flaring Pattern, 50 per cent.	
Galvanized washtubs, 45 per cent.	

HAMMERS.

Tack, iron, doz.....	0 35
Ladies claw, handled, doz.....	0 60
Adze eye ball hammer, 10 oz, doz.....	1 25
" hickory handle, 1 lb, doz.....	6 25
" straight claw, 1 lb, doz.....	7 00
Farmers hammers, 10 oz, doz.....	5 60
Tinners setting, 1 lb, doz.....	4 50
Machinists, 1 lb, doz.....	3 20

HARVEST TOOLS

50 and 5 per cent.	
Sidewalk and stable scrapers, net	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	

HALTERS

Jute Rope, 1/4 inch.....per gross.....	9 00
" " ".....	10 00
" " ".....	12 00
Leather, 1-inch.....per doz.....	4 00
Leather, 1 1/2.....	5 20
Web.....	2 45

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net.....	7 25
" " 5-in.....	7 00
" " 6-in.....	6 75
" " 8-in.....	6 50
" " 10-in and larger.....	6 25

Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in.....per 100 lb.....	4 25
over 12 in.....	8 25
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	
Spring, per gro. No. 5, \$16.10 No. 10, \$16.10; No. 20, \$8.40; No. 50, \$17.50; No. 51, \$7.75; No. 120, \$16.10.	
Screen door sets, No. 2350, \$14.95; No. 2360, \$19.55; No. 2375, \$21.85; No. 1192, \$19.55.	
Chicago Spring Butts and Blanks, 13 1/2 percent.	
Triple End Spring Butts, 30 and 10 per cent.	
Chicago Floor Hinges, 37 1/2 and 5 off.	
Garden City Fire House Hinges, 13 1/2 p.c.	
" Chief " floor hinge, 50 p.c.	

HOOKS

Wrought iron hooks and staples—	
1/2 x 5.....per gross.....	2 25
5-16 x 5.....	3 40
Bright wire screw eyes and hooks, 60 p.c.	
Bright steel gate hooks and staples, 40 p.c.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 and 40 p.c.	
Crescent hat and coat wire, 60 per cent.	

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908.	
\$2.45 per box base.	
Capwell brand, quotations on application.	

HORSESHOES.

M.R.M. & 'Bell' brands iron, light & medium, No. 1 and smaller, \$3.75; No. 2 and larger, \$3.50; snow pattern. No. 1 and smaller, \$4.00. No. 2 and larger, \$3.75; "X.L." new light steel, No. 1 and smaller, \$4.10; No. 2 and larger, \$3.85; "X.L." featherweight steel, No. 0 to 4, \$5.50 pkg; toe-weight, all sizes, \$6.00. F.o.b. Montreal and Belleville. Extras for packing.	
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.	

HORSE WEIGHTS.

Taylor-Forbes, 44c. per lb.	
Competition grade lawn hose, 70, 10 and 5.	

ICE CREAM FREEZERS.

White Mountain, 50 p.c.	
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KNIVES.

Hay knives, net list.	
Clauss, 50 and 25 per cent.	
KITCHEN ENAMELED WARE.	
White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 p.c.	
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.	
Premier steel ware, 40 per cent.	
Star decorated steel and white, 35 per cent.	
Hollow ware, tinned cast, 50 per cent. off.	
Enamelled street signs, 40 p.c.	

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.	
Can openers, per doz.....	0 40 0 75
Mincing knives per doz.....	0 50 0 90
Potato mashers, wire, per doz.....	0 60 0 70
" wood.....	0 50 0 60
Vegetable slicers, per doz.....	2 25
Universal meat chopper, No. 1.....	1 15
Enterprise chopper, each.....	1 30
Spiders and fry pans, 50 and 5 p.c.	
Star Al chopper 5 to 32.....	1 35 4 10
" 100 to 103.....	1 35 2 00
Kitchen hooks, bright.....	0 60
Toasters, 50 p.c.	
Fire shovels, 50.	
Oil camp stoves and ovens, 50 and 10.	

LADDERS

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.	
Extension ladders, 15c. per foot up.	

LANTERNS.

Japaned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast.....per doz.....	8 75
Lift Tubular and Hinge Plain.....	5 00
Japaning, 50c. per dozen extra.	
Pump globes, per dozen, \$1.20	
Lamp wick, 60 per cent.	

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., \$5.25; 9 in. wheel, 3 knives, 12 in., \$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75; 10 1/2 in. wheel, 4 knives, 12 in., \$8.50; 10 1/2 in. wheel, 4 knives, 12 in., ball bearing, \$10.00. 50 per cent. f.o.b. Guelph.	
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. \$2.75; do., 4 knives, \$2.85; 9 in. wheel, 3 knives, 12 in. sizes, \$3.30; do., 4 knives, \$3.50; 10 1/2 in. wheel, 4 knives, 12 in. sizes, \$4; ball bearing, \$4.85.	

LOCKS AND KEYS.

Canadian 45 and 10 per cent.	
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LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from.....	12 00
Axes, dozen, from.....	6 50
Axe handles, dozen, from.....	1 15
Cross cut saws, per foot.....	0 25 0 43
Axe wedges, dozen.....	0 25
Ball and heel calks.....	4 00 4 25

MAINTENANCE

Tinsmiths', 3 1/2 x 5 1/2 in., per doz.....	1 25
Carpenters', round hickory, 6 in., per doz.....	1 95
Lignum Vitae, round, 5 inch, per doz.....	3 40
Osulking, No. 8, oak, per doz.....	16 00

MATS

Wire door mats, standard, 16x24, doz.....	9 00
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METAL POLISH.

Tandem metal polish paste.....	6 00
Axoline brass cleaner, 100 in package.....	6 50

MINERS SUPPLIES

Mattlocks, 5 lb., 18 inch, \$6 dozen	
Picks, 6 to 7 lb., 4.25 doz.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 15 1/2 cents per lb	
Drilling hammers, 6 cents per lb.	
Crowbars, 3 1/2 cents per lb.	

MOPS AND IRONING BOARDS.

Mops, per doz.....	1 20 1 50
Folding ironing boards.....	16 25 18 00

NAILS

	Wire
1-1 1/2 inch.....	3 35
1 1/2 inch.....	3 05
1 1/2-1 3/4 inch.....	2 75
2-2 1/4 inch.....	2 65
2 1/4-2 1/2 inch.....	2 50
3-3 1/4 inch.....	2 45
3 1/4-4 inch.....	2 40
4, 5, 5 1/2, 6 inch (base).....	2 35
Cut nails—Montreal, \$2.40; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coopers nails, 33 1/2 per cent.	
Pressed spikes, 1/4 diameter, per 100 lbs.....	2 85

PAINTS.

Plumbers.....per 100 lb.....	4 50
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen.....	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent	

PLATED GOODS

Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 10 fancy, 40 and 5	
Hutton's "Cross Arrow" flatware, 43 1/2.	
"Singapore" and "Alaska" Nevada silver flatware, 43 p.c.	

PIGMENT WARE.

Discount 40 per cent.	
10-qt. flaring sap buckets, 40 per cent.	
4, 10 and 14-qt. flaring pails 40 per cent.	
Copper bottom tea kettles and boilers, 40 p.c.	
Coal hods, 45 per cent.	
Boiler and tea kettle pitta, 40 p.c.	

PLANNES.

Wood bench, Canadian, 40, American, 35 p.c.	
Wood, fanch, 30 to 35 per cent.	
Stanley planes, \$1.55 to \$3.50, net list prices.	

PLIERS AND NIPPERS.

Button's genuine, 37 1/2 to 40 per cent.	
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PUMPS.

A TIMELY SUGGESTION

to any of your customers looking for a present for a boy will result in a sale of our

No. 27 Rowing Wagon—R.T.

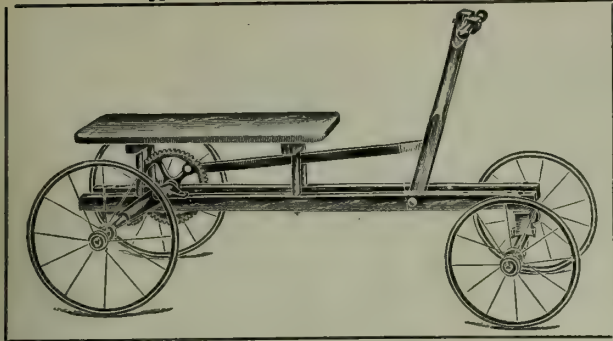
This wagon is well built, painted and finished, and like all Gendron Specialties is made in Canada.

SEND FOR COMPLETE CATALOGUE

GENDRON
MFG. CO.



Duchess St.
Toronto



LIST \$7.00

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

ROPE AND TWINE.	
Sisal rope	0 09
Pure Manila rope	0 11
"British" Manila	0 09
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 09
Sisal bed cord, 48 feet	0 65
" 60 feet	0 80
" 72 feet	0 95
Cotton clothes line, 27 1/2 off	0 27
Bag, Russian twine, per lb.	0 26
Wrapping, cotton, 3-ply twine	0 30
" 4-ply twine	0 30
Mattress twine per lb.	0 33
Staging "	0 37

REFRIGERATORS	
Sanderson-Harold, 40 per cent.	
Galvanized, 45 p.c.	
RIVETS AND BURS.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burs, 35 and 12 1/2 per cent.	
Copper Burs only, 2 1/2 p.c.	
Extras on Coppered Rivets 1-lb. packages	
1c. per lb.; 1-lb. packages 2c. lb.	
Tinned Rivets, net extra, 3c. per lb.	
Coppered Rivets, net extra, 2 1/2c. per lb.	

RIVET SETS.	
Canadian, 35 to 37 1/2 per cent.	
RULES.	
Boxwood, No. 68, 2 foot, doz.	1 15
" No. 1282, 2 foot, each	3 50

SAD IRONS.	
Mrs. Potts, No. 55, polished	0 75
" No. 50, nickel-plated, "	0 80
" handles, japanned, per gross ..	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.	
Sand and emery paper, 35 per cent	
SASH WEIGHTS.	
Sectional, 1 lb. each, per 100 lb.	3 20
Solid, 3 to 30 lbs.	1 40

SASH CORD.	
No. 8, per lb.	0 34

SAWS.	
Ashira, hand and crosscut, 25 per cent.	
Diaston's Hand, 15 per cent	

SAW SETS.	
Canadian discount, 40 p.c.	

SCREEN DOORS AND WINDOWS	
Common doors, 2 or 3 panel, walnut	Do
" stained, 4-in. style	7 80
Common doors, or 3 panel, grained	
" only, 4-in. style	8 10
Beaver window screens, 14x18, open 28 1/2	
" inches	1 60
Perfection window screens, 14x15, open	
" 2 1/2 inches	1 80
Model window screens, 14x22, open 36 1/2	
" inches	2 25

SCALES.	
Gurney Standard, 35; Champion, 45 p.c.	
Burrow, Stewart & Milne - Imperial	
Standard, 35; Weigh Beams, 35; Champion	
Scales, 45.	
Fairbanks Standard, 30; Dominion, 50	
Richellou, 50.	
Warren new Standard, 35; Champion, 45	
Weigh Beams, 50.	

SCREW DRIVERS.	
Canadian, 40 per cent.	

SCREWS	
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 per cent.	

SCREW DRIVERS.	
Sargent's	per doz. 0 65
North Bros., No. 30	per doz. 16 80

SCISSORS AND SHEARS	
Clauss, nickel scissors and shears, 60; Japer	
85; tailors, 40; pruning, 70.	
Seymour's, 40 and 10 per cent.	

SHELF BRACKETS	
No 140 65 and 10 p.c.	

SKATES AND HOCKEY STICKS.	
Starr skates, 37 1/2 per cent.	
Baker, hockey 30c. upwards : spring,	
Empire hockey sticks, \$3 00, \$3.50.	
Micmac and Rex sticks, \$4.00, \$6.00.	
Pucks, net, \$1.50.	

SHOVELS AND SPADES.	
Canadian, No. 1 and 2 grade, 60 and 2 1/2 p.c.;	
No. 3 and 4 grade, 60 and 2 1/2 p.c.	

SQUARES.	
Diaston's 60 and 10 p.c.	
Stanley Try Squares, size 7 1/2, doz. net.	\$2 85

SHAPE	
Harness, 25 per cent	

SOLDERING IRONS	
Base, per lb., 28 cents.	

STAMPED WARE.	
Plain, 75 and 12 1/2 per cent.	
Retinned, 75 and 12 1/2 per cent.	

SAP SPOUTS.	
Bronzed iron with hooks	per 1,000 7 50
Eureka tinned steel, hooks	8 00

STAPLES	
Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	13
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.	
Dennis Wire & Iron Co., 33 1/2 p.c.	
STOVE BOARDS	
Lithographed, 60 and 10	
STOVEPIPES.	
5 and 6 inch, per 100 lengths	7 00
7 inch.	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS	
5 and 6-inch, common	per doz. 1 22
7-inch.	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.	
No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.	
Washta	per lb. 0 25
Hindustan	0 08
" slip	0 18
" Axe	0 10
Deer Creek	0 10
Deerlock	0 25
" Axe	0 15
Lilly white	0 40
Arkansas	1 50
Water-of-Ayr	0 10
Scythe	per gross 3 50
Grind, 40 to 200 lb., per ton.	20 00
" under 40 lb.	24 00
" 300 lb. and over	28 00

TACKS, BRADS, ETC.	
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Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/2 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
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TAPE LINKS.	
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's, linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.	
Diaston's, 10 per cent.	

THERMOMETERS.	
Tin case and dairy, 75 to 75 and 10 per cent.	

TINNERS' SNIPS.	
Discount 35 per cent.	

TINNERS' TRIMMINGS.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	

TRAPS (STEEL GAME)	
Newhouse, 30 per cent.	
Hawley & Norton, 45 and 5 per cent.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 60 per cent.	

TRAPS (RAT AND MOUSE)	
Out O' Sight Mouse Traps	Doz 0 60
" Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps ..	0 25
Hold-Fast (formerly Devil) Rat Traps ..	0 80
5-Hole Tin Chokers	0 80

VISES	
Per pound	0 12
Hinged pipe vise, 25 lbs.	0 123
Saw vise	3 55
Blacksmith's, 60; parallel, 45 per cent.	4 50

WASHING MACHINES.	
New Ontario	41 25
Kound, re-acting per doz.	73 75
Square	77 50
Dowdell	48 75
New Century, Style A	93 75
Ideal Power	185 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50
20 per cent.	

WHEELBARROWS	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
WHIFFLETREES	
Royal Canadian, 11 in., doz.	42 25
Improved Royal Canadian, 11 in.	44 75
Kze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in.	45 75
Ottawa, 3 year, 11 in.	52 00
Favorite, 5 year, 1 in.	53 00
20 per cent.	

WHEELBARROWS	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES	
Tabular steel whiffletrees, 28 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " neokyoaks, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermen, 44 in.	1 15

WOOD HANDLES	
Second growth ash fork, hoe, rake and shovel handles, 40 p.c.	
Extra ash fork, hoe, rake and shovel handles, 45 p.c.	
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.	
White ash whiffletrees and neokyoaks, 35 p.c.	
All other ash goods, 40 p.c.	
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.	
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.	

WRENCHES	
Agricultural, 67 1/2 p.c.	

BROUGHT IRON WASHERS.	
Canadian, 50 per cent.	

Allan Hills Edge Tool.....	32	Dennis Wire & Iron Co.....	55	Kains, J. M., & Co.....	20	Pender, Jas., & Co.....	21
Amatite Roofing Co.....	84	Dieckmann, Ferdinand.....	80	Kemp Mfg. Co.....	18	Peterborough Lock Co.....	inside back cover
American Shearer Co.....	20	Directory of Manufacturers.....	20	Kerr Engine Co.....	inside back cover	Pink, Thos.....	79
Anti Splash Filter Co.....	20	Diaston, Henry, & Son.....	9	Laidlaw Bale Tie Co.....	81	Plymouth Cordage Co.....	55
Armstrong Bros. Tool Co.....	21	Dominion Cartridge Co.....	18	Langwell & Sons.....	21	Putnam Mfg. Co.....	
Atkins, E. C., & Co.....	23	Dominion Office and Store Fixture Co.....	51	Leslie, A. C., & Co.....	63	Queen City Oil Co.....	80
Atlas Mfg. Co.....	1	Dorken Bros.....	59	Lewis Bros., Ltd.....	2	Ramsay, A., & Son Co.....	68
Aylmer Pump and Scale Co.....	78	Dougall Varnish Co.....	71	Lion Metal Co.....	74	Record Foundry Co.....	15
Bailey Underwood Co.....	58	Dover Mfg. Co.....	48	London Foundry Co.....	43	Rigby, J.....	80
Hanwell Hoxie Wire Fence Co.....	81	Dowdell Mfg. Co.....	33	London Rolling Mill Co.....	63	Robertson, Jas., Co., Montreal.....	72
Barnett, G. & H. Co.....	outside back cover	Ford Auger Bit Co.....	74	Lufkin Rule Co.....	inside back cover	Rodgers, Jos., & Sons.....	20
Beardwood Agency.....	59	Frothingham & Workman, Ltd.....	inside front cover	Lyssaght, John.....	outside front cover	Ross, R. D.....	6
Bernz, Otto.....	75			McArthur, Alex., & Co.....	82	Ross Rifle Co.....	88
Bird, H. & Son.....	57			McBrien Mfg. Co.....	21	St. Mary's Wood Specialty Co.....	51
Boker, H. & Co.....	7			McClary Mfg. Co.....	40	Salys, E. B.....	8
Bowser, S. F., & Co., Ltd.....	71			McDougall, R., Co.....	16	Samuel, M. & L., Benjamin, & Co.....	12
Brandram-Henderson, Ltd.....	48			McGlashan-Clarke Co., Ltd.....	73	Sanderson Harold Co.....	17
Brantford Roofing Co.....	8			McKinnon Chain Co.....	77	Seymour, Henry T., Shear Co.....	62
Bryan, Thos., Ltd.....	53			Manufacturers' Sales Co.....	78	Sharritt & Newth.....	80
Buffalo Mfg. Co.....	71			Maple City Mfg. Co.....	7	Sherwin-Williams Co.....	61
Burman's Clippers.....	17			Martin-Senour Co.....	61	Simonds Mfg. Co.....	83
				Maxwell, D., & Sons.....	31	Simonds Canada Saw Co.....	83
Cameron & Campbell.....	21			Metal Shingle and Siding Co.....	11	Smith Hardware Co.....	75
Canada Foundry Co.....	74			Metallie Roofing Co.....	55	Stairs, Wm., Son & Morrow.....	87
Canada Paint Co.....	68			Millers Falls Co.....	89	Standard Chain Co.....	69
Canada Screw Co.....	88			Montreal Rolling Mills Co.....	21	Standard Paint and Varnish Co.....	72
Canada Steel Goods Co.....	6			Montreal Smelting and Refining Works.....	21	Stanley Rule and Level Co.....	73
Canada Wire Goods Mfg. Co.....	21			Moore, Benjamin, & Co.....	67	Steel Trough and Machine Co.....	23
Canadian Oil & Richardson.....	45			Morrill, Chas.....	75	Stephens, G. F.....	59
Canadian Pacific Railway Annual Ex.....	81			Morris & Bailey Steel Co.....	72	Still, J. H., Mfg. Co.....	inside back cover
Canadian Sales & Mfg. Co.....	21			Morrison, James, Brass Mfg. Co.....	16	Spramator Co.....	78
Canadian Hart Wheels.....	20			Nagle, H., & Co.....	74	Stratford Mfg. Co.....	51
Carborundum Co.....	25			National Hardware Co.....	12	Taylor-Forbes Co.....	outside front cover
Cartland, Jas., & Son.....	70			Newman, W., & Sons.....	87	Thompson & Gunn.....	30
Carver File Co.....	outside back cover			Nicholson File Co.....	1	Toronto Furnace and Crematory Co.....	13
Carter-Crume Co.....	20			North Bros. Mfg. Co.....	63	Toronto Plate Glass Importing Co.....	21
Caverhill, Learmont & Co.....	7			Nova Scotia Steel and Coal Co.....	63	U. S. Steel Co.....	17
Chesterman, Jas.....	7			Oakey, John, & Sons.....	21	Want Ads.....	65
Chicago Flexible Shaft Co.....	9			Onaida Community.....	29	Warren Mfg. Co.....	20
Chicago Spring Butt Co.....	inside back cover			Ontario Lantern and Lamp Co.....	73	Watson Jack, & Co.....	76
Clare, Little & Co.....	20			Ontario Wind Engine and Pump Co.....	20	Wostenholms Cutlery.....	8
Clausen Shear Co.....	16			Orford Copper Co.....	63	Welland Canal.....	13
Collins Mfg. Co.....	20			Oshawa Steam and Gas Fittings Co.....	75	Western Wire and Nail Co.....	13
Congo Roofing.....	58			Otterville Mfg. Co.....	74	White Mop Winger Co.....	21
Connor, J. N., & Son.....	11			Owen Sound Wire Fence Co.....	71	Whitman & Barnes Mfg. Co.....	79
Copp, W. J., Sons & Co.....	61					Wiebusch & Hilger, Ltd.....	80
Corbin Cabinet Lock Co.....	76					Winnipeg Ceiling and Roofing Co.....	59
Crookes, Jonathan, & Son.....	74					Winnipeg Paint and Glass Co., Ltd.....	61
Cummings, P. R.....	20					Wiss, J., & Son.....	36
Dana Mfg. Co.....	13					Woodstock Wagon Co.....	13
Davidson, Thos., Mfg. Co.....	70					Wright, E. T., & Co.....	77
Decatur Bull & Co.....	11						

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits. Ford Auger Bit Co., Holyoke, Mass.	Cable Dogs--Galvanized and Plain Star Expansion Bolt Co., New York	McGlashan, Clarke Co., Ltd., Niagara Falls	Dominion Wire Mfg. Co., Montreal.
Ash Sifters The McBrien Mfg. Co., Ltd., Toronto	Cans. Thos. Davidson Mfg. Co., Montreal.	Drills Decatur Bull & Co., Montreal.	Montreal Rolling Mills Co., Montreal.
Awnings Bartlett, Wm., & Son, Toronto	Carriage Accessories. Covert Mfg. Co., West Troy, N.Y.	Drills--Brick and Stone Star Expansion Bolt Co., New York	Ogario Wind Engine & Pump Co., Toronto.
Babbitt Metal. Canada Metal Co., Toronto	Carriage Springs and Axles. Guelph Spring and Axle Co., Guelph.	Drill Heads--Extension Star Expansion Bolt Co., New York	Galvanized Iron John Lyssaght, Ltd., Bristol, Newport and Montreal.
Canadian Fairbanks Co., Montreal.	Cartridges. Dominion Cartridge Co., Montreal.	Electric Dry Batteries Electrical Specialties, Ltd., Toronto	Glass Ornamental Toronto Plate Glass Importing Co., Toronto.
Frothingham & Workman, Ltd., Montreal.	Joyce, F., & Co., London, England	Emery or Corundum Wheels Canadian Hart Wheels Limited, Hamilton, Ont.	Glassiers' Diamonds. Pelton, Godfrey S.
Robertson, Jas. Co., Montreal.	Cattle and Trace Chains. Greening, B., Wire Co., Hamilton.	Electric Fixtures. Canadian General Electric Co., Toronto	Sharritt & Newth, London, Eng.
Geo. Bangwell & Son, Montreal	McKinnon Chain Co., St. Catharines	Enameled Ware Davidson, Thos., Mfg. Co., Montreal	Ryall Tool Co., Montreal
Bar Urns. Buffalo Mfg. Co., Buffalo, N.Y.	Onaida Community Limited, Niagara Falls, Ont.	Engine Supplies, etc. Kerr Engine Co., Walkerville, Ont.	Glue. Grove Chemical Co., Appleby Bridge, Wm.
Bath Room Fittings. Buffalo Mfg. Co., Buffalo, N.Y.	Chafing Dishes. Buffalo Mfg. Co., Buffalo	Files and Rasps. Barnett Co., G. & H., Philadelphia, Pa.	Handles. Still, J. H., Mfg. Co.
Belting, Hose, etc. Canadian Rubber Co., Montreal	Chain Decatur Bull & Co., Montreal.	Firearms and Ammunition. Decatur Bull & Co., Montreal.	Hardware Specialties Smith Hardware Co., Ltd., Montreal
Bicycles and Accessories. Johnson's, Iver, Arms and Cycle Works	Chucks Ryall Tool Co., Montreal.	Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Taylor-Forbes Co., Ltd., Guelph, Ont.
Fitchburg, Mass.	Churns. Thos. Davidson Mfg. Co., Montreal	Food Choppers. Enterprise Mfg. Co., Philadelphia, Pa.	Hinges Canada Steel Goods Co., Hamilton.
Binder Twine. Plymouth Cordage Co., N. Plymouth, Mass.	Clippers--All Kinds. American Shearer Mfg. Co., Nashua, N.H.	Furnaces. McClary, London, Ont.	Taylor-Forbes Co., Ltd., Guelph, Ont.
Bird Cages E. T. Wright & Co., Hamilton	Clothes Pulleys The O. S. Boilston Hardware Specialty Co., Vancouver, B.C.	Galvanizing Canada Metal Co., Toronto.	Hockey Sticks Still, J. H. Mfg. Co., St. Thomas.
Boilers and Radiators Pease Foundry Co., Toronto	Clothes Reels and Lines. Hamilton Cotton Co., Hamilton.	Gas Escapes. Dennis Wire & Iron Co., London	Salys, E. B., Preston, Ont.
Taylor-Forbes Co., Guelph, Ont.	Cold Rolled Strip Steel The Morris & Bailey Steel Co., Pittsburgh, Pa.	Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Hoop Iron. Frothingham & Workman, Ltd., Montreal
Bolts. Canada Screw Co., Hamilton.	Counter Check Books. Carter-Crume Co., Toronto.	Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Montreal Rolling Mills Co., Montreal.
Montreal Rolling Mills, Montreal	Cordage. Hamilton Cotton Co., Hamilton.	Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Horseshoes and Nails. Montreal Rolling Mills, Montreal.
Starr Mfg. Co., Dartmouth, N.B.	Corrugated Iron The Galt Art Metal Co., Galt, Ont.	Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Montreal Rolling Mills, Montreal.
Bolts--Expansion Star Expansion Bolt Co., New York	Cow Ties Greening, B., Wire Co., Hamilton	Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Jas. Pender & Co., Ltd., St. John, N.B.
Brass Goods. Kerr Engine Co., Walkerville, Ont.	McKinnon Dash and Metal Co., St. Catharines	Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Ice Cream Freezers North Bros. Mfg. Co., Philadelphia
Lewis, Rice, & Son, Toronto.	Onaida Community, Ltd., Niagara Falls.	Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Smith Hardware Co., Montreal
Morrison, Jas., Brass Mfg. Co., Toronto.	Cuspids. Buffalo Mfg. Co., Buffalo, N.Y.	Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Ice Cutting Tools. North Bros. Mfg. Co., Philadelphia, Pa.
Penberthy Injector Co., Windsor, Ont.	Cutlery--Razors, Scissors, etc. Caverhill, Learmont & Co., Montreal	Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	North Bros. Mfg. Co., Philadelphia, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.	Dorken Bros. & Co., Montreal.	Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Injectors--Automatic. Morrison, Jas., Brass Mfg. Co., Toronto.
Bridle Rings--Galvanized, Brass and Plain Star Expansion Bolt Co., New York	Heinisch, R., Sons Co., Newark, N.J.	Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Penberthy Injector Co., Windsor, Ont.
Brushes Stevens-Hopner Co., Port Elgin	Howland, H. S., Sons & Co., Toronto.	Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Iron Pipe. Montreal Rolling Mills, Montreal.
Burners. Ontario Lantern and Lamp Co., Hamilton, Ont.	Hutton, Jas., & Co., Montreal	Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Aylmer Pump & Scale Co., Aylmer
Builders' Tools and Supplies. Canada Wire Goods Mfg. Co., Hamilton		Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	McDougall, E., Co., Galt, Ont.
Caverhill, Learmont & Co., Montreal		Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Jacks Covert Mfg. Co., Troy, N.Y.
Covert Mfg. Co., West Troy, N.Y.		Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Ladders Martin, S. B., Dalton, Ohio, U.S.A.
Frothingham & Workman, Ltd., Montreal		Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Lamp Black. E. Fielding, Toronto
Hanson-Tilley, J. H., Co., Montreal		Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Lanterns. Thos. Davidson Mfg. Co., Montreal
Howland, H. S., Sons & Co., Toronto.		Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Ontario Lantern and Lamp Co., Hamilton, Ont.
Lewis Bros. & Co., Montreal.		Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Kemp Mfg. Co., Toronto.
Lewis, Rice, & Son, Toronto.		Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Wright, E. T., & Co., Hamilton.
Lookerby & McComb, Montreal.		Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Lawn Mowers. Maxwell, D., & Sons, St. Mary's, Ont.
Lufkin Rule Co., Saginaw, Mich.		Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Jas. Smart Mfg. Co., Brockville, Ont.
Newman & Sons, Birmingham.		Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	Taylor, Forbes Co., Guelph.
North Bros. Mfg. Co., Philadelphia, Pa.		Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	
Stanley Rule & Level Co., New Britain.		Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	
Stephens, G. F., Winnipeg.		Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	
Taylor-Forbes Co., Guelph, Ont.		Fire Pumps, Torches, &c. Otto Berns, Newark, N.J.	

HARDWARE AND METAL

Locks, Knobs, Escutcheons, etc
Corbin Cabinet Lock Co., New Britain, Conn.
National Hardware Co., Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.
Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke, Ont.
Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.
Lion Metal Co., Montreal
Olare, Little & Co. Saskatoon, Sask
Smith Hardware Co., Montreal
Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.
Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston
Metal Polish, Emery Cloth, etc.
Oakley, John, & Sons, London, Eng.
Mining Drills
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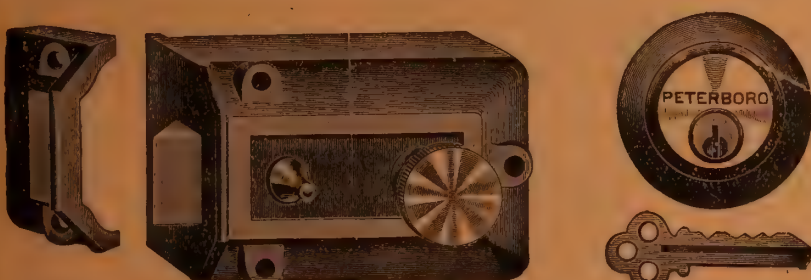


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NO. 6.

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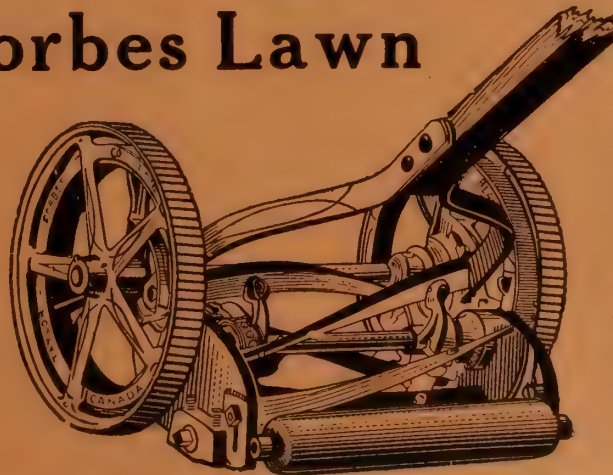
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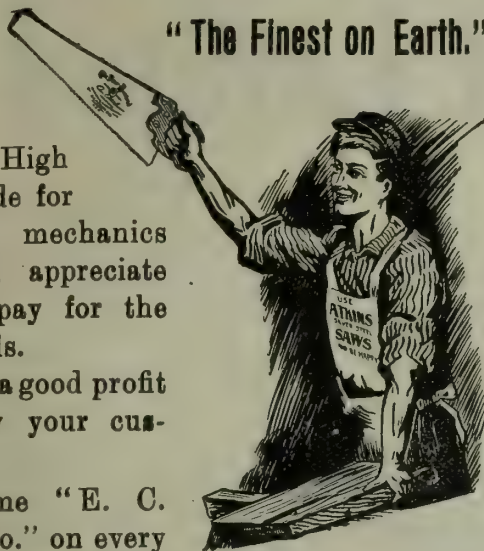
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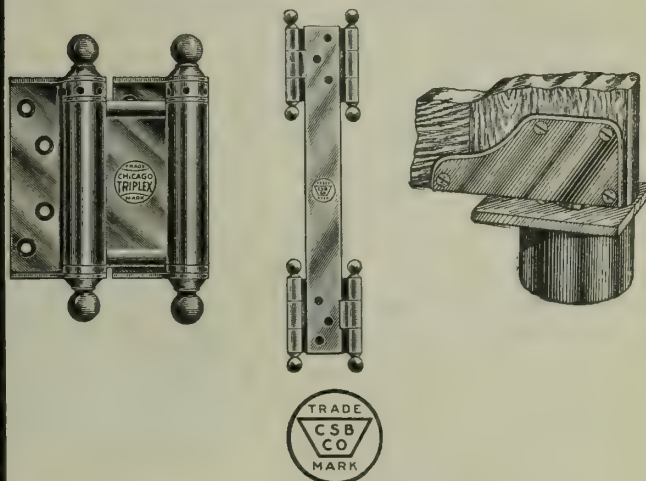
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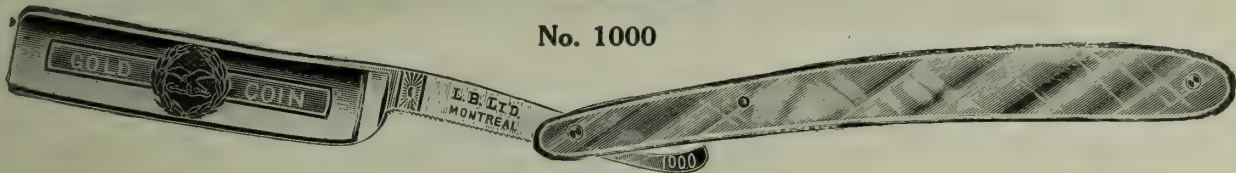
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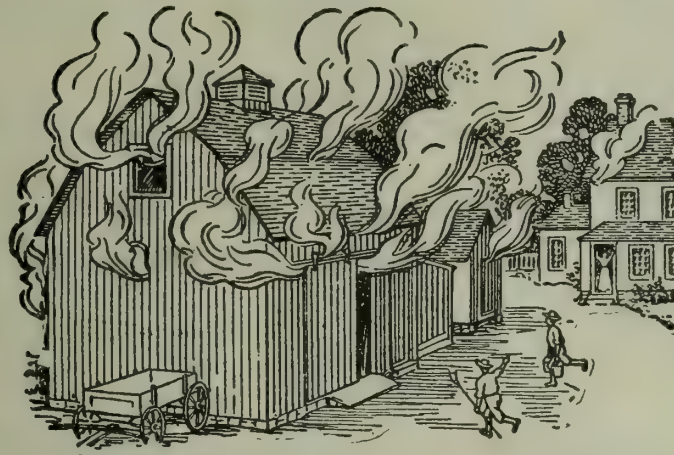


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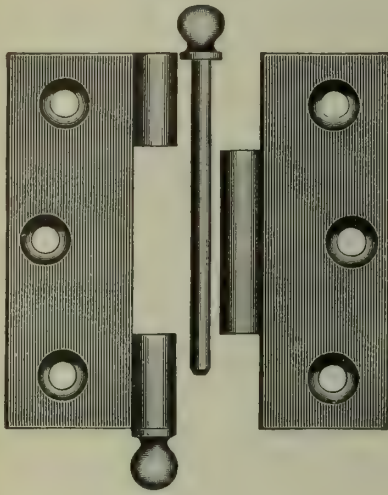
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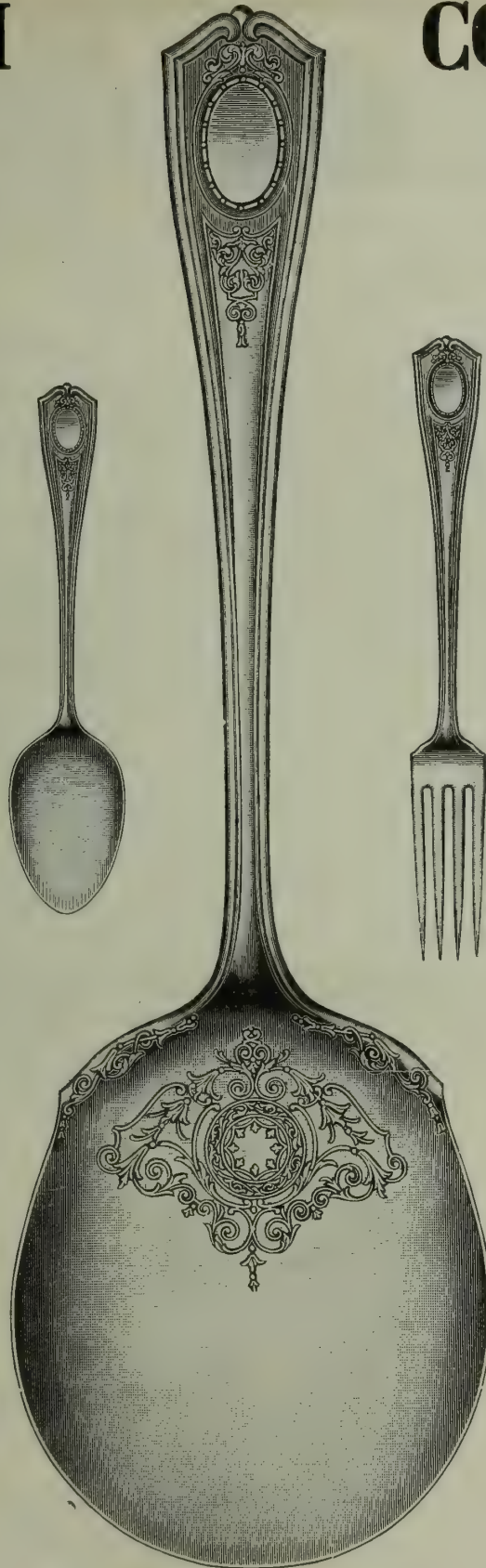
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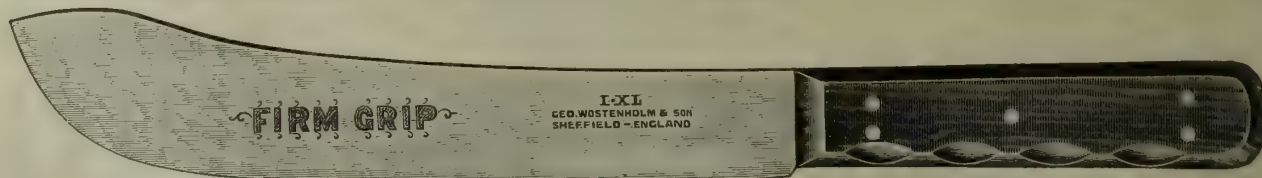
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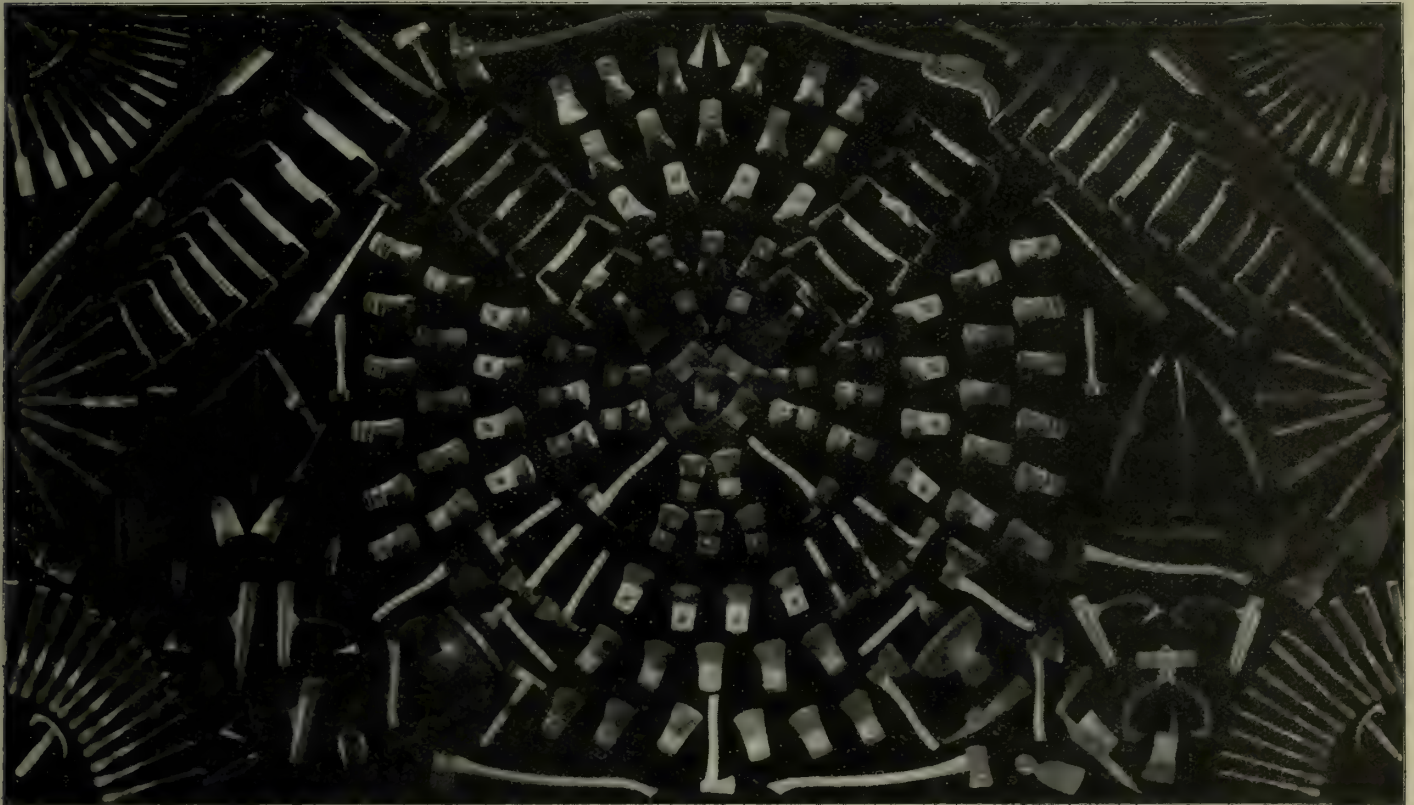
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Sold by all jobbers.

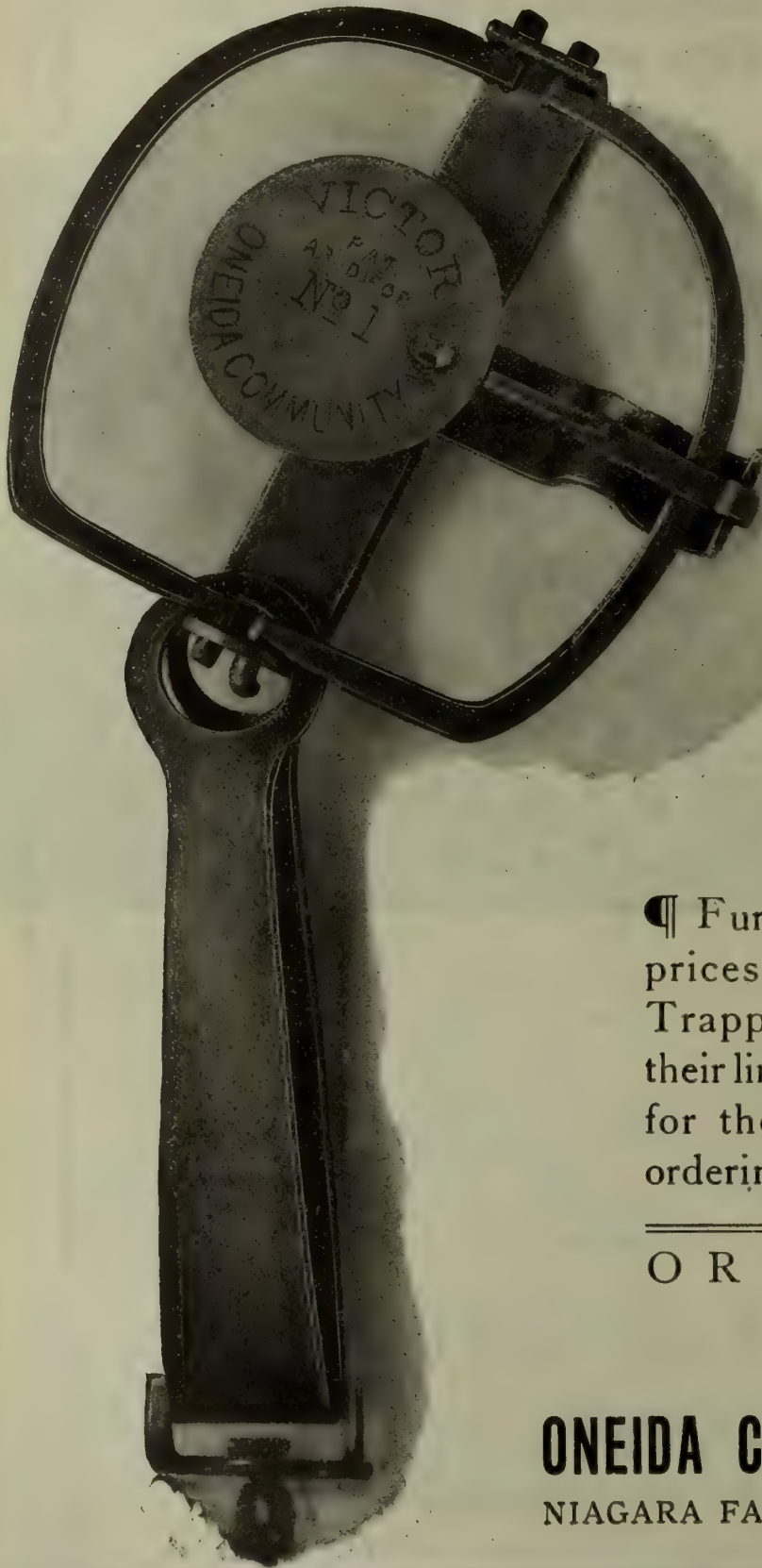
We shall exhibit all our Edge and Lumbering Tools from the raw material to the finished product at the London Convention.

CALL AND SEE US

Allan Hills Edge Tool Company
Galt, Limited Ontario

N. J. Dineen, Western Representative

ONEIDA COMMUNITY GAME TRAPS



Newhouse
Hawley & Norton
Oneida Jump
and
Victor Patterns

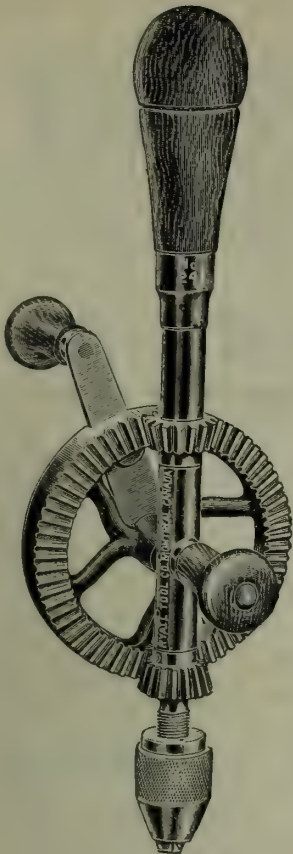
43 Sizes

¶ Furs are bringing higher prices than ever before. Trappers are extending their lines of traps. Be ready for the Spring trade by ordering a full line of traps.

ORDER NOW

ONEIDA COMMUNITY, LIMITED

NIAGARA FALLS :: :: ONTARIO



No. 24

Manufactured by

Ryall Tool Company, Montreal, Canada No. 24 Hand Drill

with chuck, capacity 0 to $\frac{1}{4}$ in. for round shank drills.

Eight Drill Points Supplied with Each.

A practical mechanic's tool with wide gear for hand grip on sensitive work. Double pinions cut from rolled steel bars. Strong and assembled as accurately as watch work.

CHUCK—Nickel-plated, three independent jaws with positive grip, self centering. Will hold any straight round drill up to $\frac{1}{4}$ in.

GEARS—Are cut teeth and nickel-plated.

FRAME—Is cold rolled steel, nickel-plated.

HANDLES—Are all large for full grip, highly polished wood. Head handle has screw cap, holding eight drill points 1 to 8/64ths.

Price per Dozen \$30.00 List.

Write for catalogue and discount to

DECATUR, BULL & CO.

SELLING AGENTS.

MONTREAL, CANADA.

A Sure Winner

and the best washing machine on the market is the

CONNOR HIGH SPEED WASHER

Some of the features which particularly recommend it are: It has fly wheel under tub and runs on double ball-bearings. Handle is adjustable. The only machine with foot attachment. All cog gearing is protected, making it accident proof. Will wash clothes cleaner and with less effort than any other washer.

A Great Family Favorite. - Send for Catalogue.

J. H. Connor & Son, Limited
OTTAWA, CAN.

"SAFE-LOCK" Fence

Every farmer in your vicinity is interested in, and a buyer of more or less Woven Wire Fencing. No doubt you want his trade, and to secure and hold it you must be prepared to supply his needs. Your competitor is or soon will be.

Our "SAFE-LOCK" Fence is without exception the strongest fence made. We manufacture it in both heavy and medium weights, and if you want an agency, write us for particulars. Will be glad to mail you wholesale list and discounts on request.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.
BRANDON,

MAN.

Tested and Approved

by the

Good Housekeeping Institute

ASBESTOS
SAD IRONS
AN IRON FOR EVERY PURPOSE

Good Housekeeping Magazine, a monthly of wide circulation, is conducting an experiment station for testing household apparatus at Springfield, Mass. A full account of the beginnings of this institute is given in the December number of Good Housekeeping.

The second article in the list of "Tested and Approved" household utensils is Asbestos Sad Irons.

This means that the thousands of readers of Good Housekeeping and their friends know through a disinterested medium of the superior merits of Asbestos Sad Irons.

Advertise this line now in your store to get the benefit of the recommendation of Good Housekeeping.

Ask our Dealers' Aid Department for selling helps and suggestions.

The Dover Manufacturing Co.

Canal Dover, Ohio

METAL CUTTING SAWS

There's a special steel made by DISSTON, the remarkable quality of which you may judge from the fact that an inserted tooth metal cutting saw made from it worked CONTINUOUSLY day and night for ten days, cutting STEEL FORGINGS without requiring resharpening.

If you want the better class of machine

shop trade, show the DISSTON line of Saws, Tools and Files---all made from DISSTON Crucible Steel.

DISSTON is the only plant making the steel for its complete line.

Perfect steel, perfect workmanship, and perfect tools for first class mechanics.

If you have the slightest delay in getting a supply of the DISSTON Line of Saws, Tools or Files, please notify us.

HENRY DISSTON & SONS, INC.

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA

U.S.A.



Here's the Machine

---that competitors
are copying

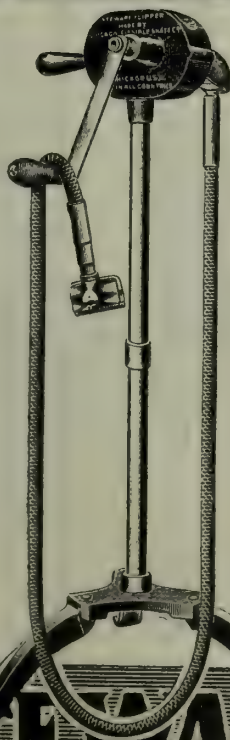
The superiority of our Stewart No. 1 over all clipping machines on earth caused one manufacturer to pilfer the idea. It was a steal—but, without a perfect result. The shape of the "counterfeit" resembles the Stewart; so does some of the mechanism. But the real principle of construction—the process that put the Stewart in the lead—they only guessed at. Don't sell "guess-work" machines. Sell the original machine—the machine that's backed with a quarter-century guarantee.

Why the Stewart?

We don't ask "shrewd buyers" to buy our machine because it was made in a certain country. We have more respect for their common sense. We just want horse-owners and dealers to know why the Stewart machine is the best machine.

CHICAGO FLEXIBLE SHAFT CO.

Write at once for our big
free catalogue



---the
Stewart No. 1
Horse Clipping Machine

The Stewart No. 1 has gears made from cut steel, hardened file hard, working parts enclosed in an oil bath and is equipped with plenty of best quality flexible shaft and the world famous Stewart one-nut tension knife.

We help the dealer

We are willing to give individual advertising to dealers who believe in square dealing and who want to sell more horse clipping machines. Write **at once** for particulars of our co-operation policy with hardware men.

It's to your interest as well as ours to sell the **Stewart**, because it's to the best interest of the **user to own** and operate one.

250 La Salle Avenue
CHICAGO, ILL.

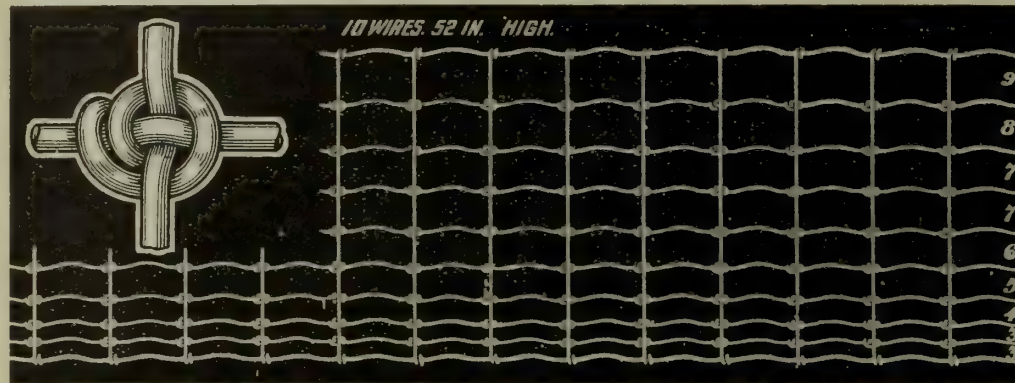
STEWART

"Dominion" GOODS LEAD THE WAY

Replenish your stock of "Dominion" commodities and supply the demand in Spring. Trade promises to be booming.



One of our "Leaders" is "Dominion Special" Field Fence. "The Landmark of the Future."



You will also want Fence Staples, Barbed Wire, Galvanized Wire, Plain Wire, Coiled Spring Wire, Bright Wire Goods

WIRE NAILS
AND
WOOD SCREWS
ETC., ETC.

Let us sort you up a MIXED CAR

DOMINION WIRE MANUFACTURING CO., LTD., MONTREAL

AIM SURE

Will you be ready for "Sausage Days?"

Will you have in stock the two machines sausage makers consider indispensable?

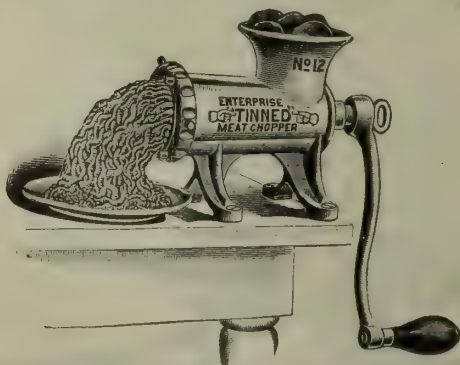
Folks who know—and most folks do—will ask for and insist upon

HIT HARD



"ENTERPRISE"

Meat and Food Choppers



Sausage Stuffers, Lard and Fruit Presses

Mechanism simple—durable—and graceful. One chops the meat, leaving no lumps, no particles uncut. The other stuffs the sausage smoothly—without air bubbles.

Get ready now while there is time.

Aim Sure—Hit Hard

An attractive sign and a liberal supply of advertising matter will be sent upon request to every dealer.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York 544 Van Ness Avenue, San Francisco

To Our Customers

To make the Bissell sweeper move in the hands of the dealer and to increase his sales and profit is our constant effort, and for the year 1910 we promise you even greater co-operation than we have ever given before in pushing the sale of our goods.

If your advertising man would like copies of our advertisements that have been signally successful in commanding attention and promoting the sale of the Bissell sweeper, please call on us for them and they will be sent promptly. These are advertisements that have been thoroughly tried out in magazines, where we have paid as high as \$7.00 an agate line for the space, a big price to pay, unless you can get results.

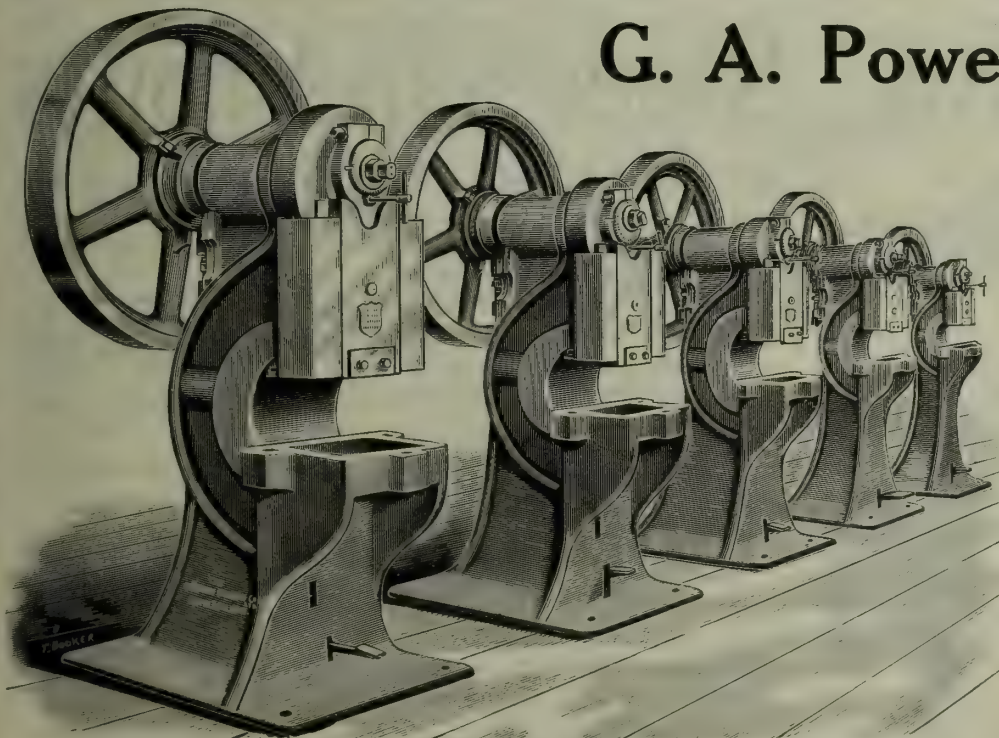
Ask for proof sheet of some striking electrotypes, a request for which will bring you any of these **FREE**. The use of an attractive cut will draw attention to your newspaper space, thus being of benefit to you outside of promoting the sale of our goods.

Please bear in mind that our new Ball Bearing line of sweepers constitutes three-fourths of our entire business, clearly demonstrating their superior selling qualities; and further, that they pay the dealer the best profit.

Bissell Carpet Sweeper Co. Grand Rapids, Mich.

(Largest and Only Exclusive Carpet Sweeper Makers in the World)

Branches: New York (Eastern Office, Salesroom and Export Dept.), 25 Warren St. Niagara Falls, Canada, Factory.
Paris, France. London, England.



G. A. Power Presses

are better adapted
for

Heavy Blanking,
Punching,
Perforating,
Forming, etc.

We manufacture a
complete line of
the most UP-TO-
DATE foot and
power presses

The Brown Boggs Co., Ltd., *Hamilton
Canada*

A Live Hardware Merchant

is always on the lookout for more business. If you look at your Greening Catalog you will be surprised at the number of possible customers for wire rope in your locality, so varied are the uses of wire rope.

GREENING'S WIRE ROPE

is the best rope made. We make it in all sizes and all grades for all purposes. And remember—whenever you sell Greening's Wire Rope you can also sell Greening's Rope Grease.

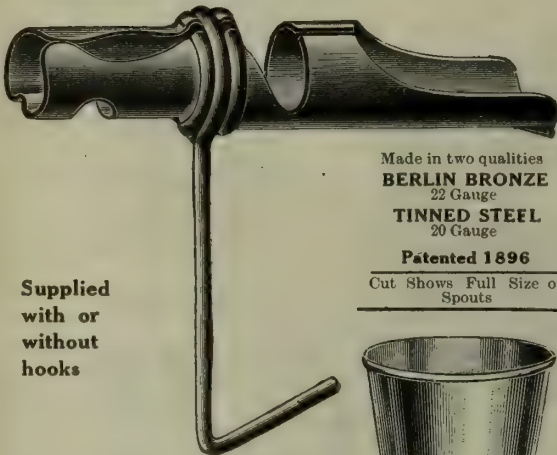
Greening's Wire Goods are sold by all the leading jobbers. Ask yours. If you haven't got the 1909 Greening Catalog, write for a copy to-day.

The B. Greening Wire Co., Limited

Hamilton, Ont.

Montreal, Que.

"EUREKA" Steel Sap Spouts



Supplied
with or
without
hooks

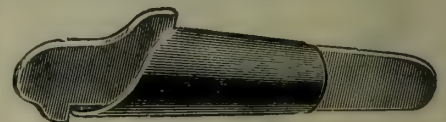
Made in two qualities
BERLIN BRONZE
22 Gauge
TINNED STEEL
20 Gauge

Patented 1896

Cut Shows Full Size of
Spouts

A favorite with the trade and give entire satisfaction to customers, because they are strong, safe and secure; no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

"IMPERIAL" TAPERED



Made from heavy tinned sheets, especially adapted for covered sap buckets.

Prompt
Shipment
Guaranteed



Sap Pails

Long Pattern—In 5 sizes, from 4 to 12 quarts.

Western Pattern—In 2 sizes; 6 and 10 quarts.



WRITE FOR PRICES

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL and WINNIPEG

LAMP BLACK

WHEN ordering ask for Bear Germantown and get Photo of Polar Bear 7 x 9 as it appeared before the Grand Stand at the Industrial Exhibition in the Celebrated Act on a large ball holding the Union Jack.

Quality of Black Guaranteed

E. FIELDING, CANADIAN AGENTS TO JOBBING TRADE
34 Yonge St., Toronto



REZNOR
GAS HEATING STOVES

Prove
what we say—
We pay
if we fail.

We will give you a few more reasons why Reznor Reflector Gas Heaters are the most efficient in the world.

Because the Heat is immediately available, right down on the floor, where it is needed.

Because the Burner is constructed on scientific principles and requires no adjustment.

Because the Burner is effective with low pressure, or even with Gas Shortage.

Because the stove is pleasing in design, perfect in detail and finish, and of the highest grade material and workmanship—a rare combination which makes it the **QUALITY** heater.

Because it is the only Heating Stove sold with a positive guarantee that if not satisfactory your money will be refunded by your dealer. No questions—No Quibbling—Just the Money.

THE REZNOR SALES CO.,

169 Spadina Ave.,

TORONTO, ONT.

PIG IRON

BRANDS :

“Glengarnock” “Carnbroe” “Jarrow”

Prompt Shipments.

Attractive Prices.

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

“Zephyr Ventilator”

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the “Zephyr Ventilator” in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The “Zephyr” cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The “Zephyr” makes high chimneys unnecessary.



St. Hyacinthe, Dec. 2nd, 1905

J. W. Harris Mfg. Co., Ltd.,
Montreal, Que.

Gentlemen :

In answer to yours of 28th ult., re “J. W. Harris Rotary Ventilator” I must say that I am very much pleased with it, and I recommend it to any one who is in want of a good and solid ventilator.

Yours truly,

JOSEPH HUETTE.

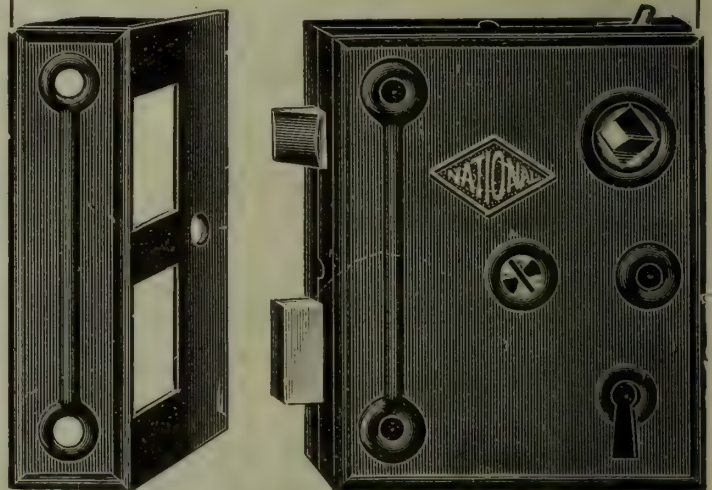
Made by

THE J. W. HARRIS MFG. CO., LIMITED

CONTRACTORS

Montreal

When stocking up with



STEEL RIM LOCKS

insist on having the

National Brand

No others are quite as good.

MADE IN CANADA.

NATIONAL HARDWARE CO., Limited

ORILLIA

ONTARIO

CANADA

The clippers you will eventually recommend to *all* your customers are

Burman's British Clippers

They are the best—best for any of the manifold uses to which *clippers* are put



Horse Clippers, Barbers' Clippers, Power Horse Clippers and Sheep Shearing Machinery

Specialization is the **keynote** of successful manufacture.

We make **Burman's** Clippers and nothing else.

In our Power Clippers our specialty is the **Burman** patent Clipping-head. That is ours and ours **only**.

Cuts over three teeth, central adjustment, spring pressure bar, anti-frictional device, perfect cutting balance, carefully hardened and interchangeable wearing parts.

Clippers and all parts supplied promptly from stock at Montreal.

All Clippers guaranteed by Burman's years of reputation and standing. We have a very attractive catalogue. To-day is the day to write.

B. & S. H. Thompson & Co., Limited, Montreal Sole Agents for Canada

Horse Shoers' Foot Vise and Bolt Header



A Practical Tool and a Time-saver for the Busy Blacksmith

Manufactured by

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited

Results Count

The P. Hymmen Co., Berlin, inserted condensed ad. in our issue of January 9, 1910, offering Wood Furnace and Cornice Brake for sale. On January 12, 1910, they wrote us they had sold the wood furnace directly through advertisement.

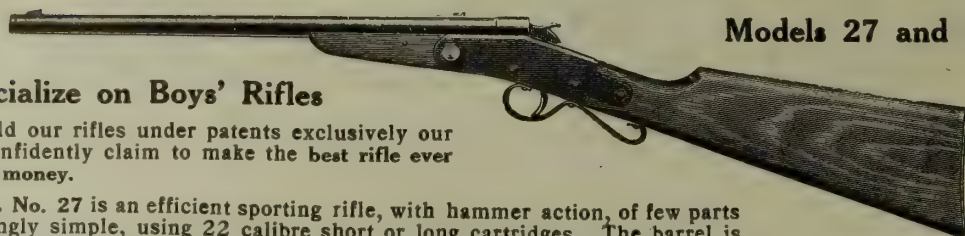
If Your Proposition Interests Hardware Men, Try a Want Ad. in Hardware and Metal

RATES:

2c. per word first insertion.

1c. per word subsequent insertion.

5c. additional each insertion when box number is required.

Quick
Sellers**HAMILTON (22 Calibre) RIFLES**Money
Makers

Models 27 and 027

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the best rifle ever built for the money.

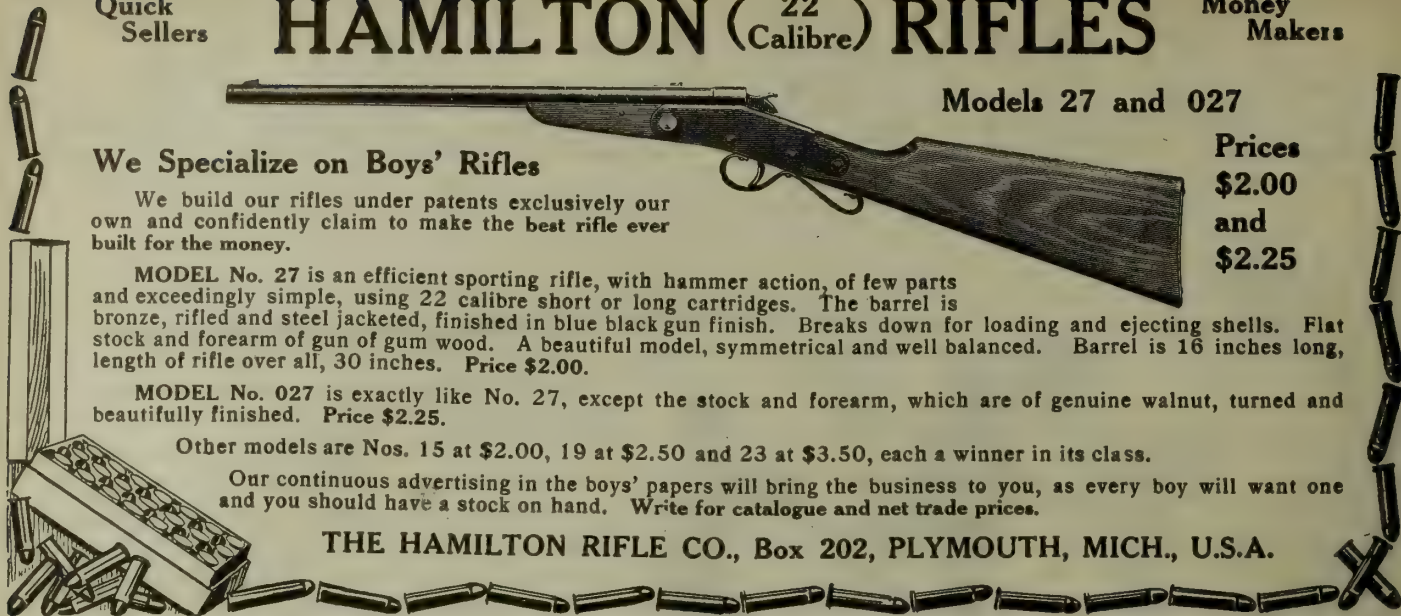
MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. Price \$2.00.

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. Price \$2.25.

Other models are Nos. 15 at \$2.00, 19 at \$2.50 and 23 at \$3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. Write for catalogue and net trade prices.

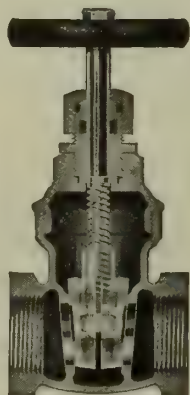
THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

**A NEW VALVE****JENKINS BROS.'**

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

**Special Features:**

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure.

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with **TRADE MARK** like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:

102 St. Remi St., Montreal, Canada

And at

95 Queen Victoria St., London, E.C.

**Winning the Buyer's Favor**

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale.

Winning the buyer's favor is the work of trade-paper advertising. Under ordinary conditions it should not be expected to do more.

How About Your Oil-Stove Business?

¶ Are you going to keep up-to-date and clinch it with the "FLORENCE-AUTOMATIC" line, or stay in the same old rut and compel your trade to secure the "Florence" elsewhere?

THE "FLORENCE-AUTOMATIC" OIL COOKING STOVE

WICKLESS
VALVELESS
BLUEFLAME



NO. 3 LOW—Three powerful Burners—Oil Reservoir holds one gallon—Height, 17 in.
Top, 16 x 35 ins. Weight, crated, 64 lbs.



Steel, Double-Wall Oil Stove Oven

¶ The class of oil stove you buy this season decides the number of oil stove customers you will have the following season. We handle the "FLORENCE-AUTOMATIC" which is undoubtedly the best on the market. It is the stove that will give satisfaction, for it is constructed with the view of reducing and eliminating the objectionable features in other oil stoves, and the success which accompanied this endeavor eclipsed our highest aims. We have them in both the high and low styles with either two or three burners.

¶ Try two or three NOW and place them in your window. They are a good selling line from the point of quality and profit also.

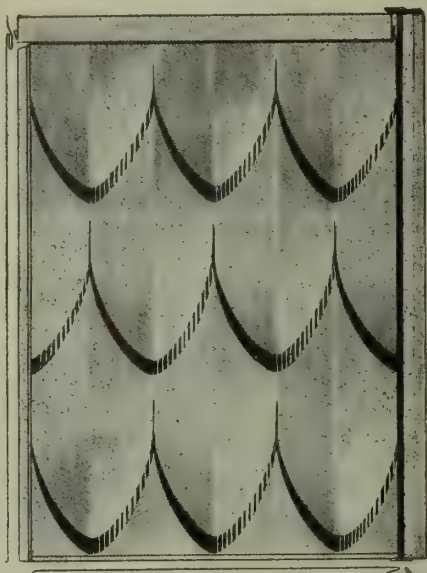
London,
Montreal

Toronto
Winnipeg

McCLARY'S

Vancouver, St. John, N.B.
Hamilton, Calgary

The "Galt" Shingle



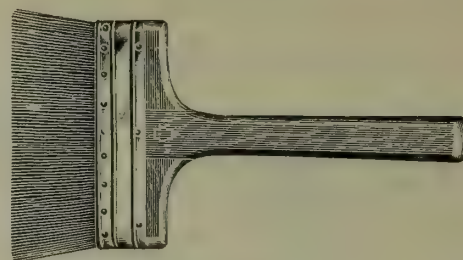
Two Nailing-Flanges
Water-tight Locks

Handsome Design Right Price

Make up your mind now

If you are going to sell metal shingles in 1910, right now is the time to get started. Farmers building in the Spring will place their orders during January and February. At least all of the "easy marks"—the profitable ones will. Some of the "hard shells" will hold off till the building season opens, but most of the good business will be placed during the next two months. If you want to get your share of the lucre, you should get in touch with us at once. See that you have a complete outfit of samples, catalogs, advertising literature, etc. Send us your prospects' names and we will write them referring them to you and send them our Booklet "GALT SHINGLES." Make up your mind now and drop us a line to-day.

The Galt Art Metal Co.
Galt, Ontario Limited
Winnipeg—Dunn Bros.



The day of the leather-bound Whitewash Brush is past. When you can get

Metal-Bound Brushes

to retail at 15c. and 20c. there is no excuse for offering your customer old fashioned leather-bound Brushes. We have four lines which every dealer should handle :

"POLAR"
"ARCTIC"
"KRACKER"
"KLINKER"

Stevens-Hepner Company

Port Elgin - - - - - Ont., Can.



Are you handling the

STAR CONVEX FLEXIBLE SAFETY BLADE RAZOR ?

It is the very latest thing in safety razors, and embodies many entirely new features. There is no metal to obstruct the cutting edge, and the convex curve not only holds the blade perfectly firm, but follows the curvature of the face easily. The blades are uniform and of specially tempered and hardened steel, and will long outlast any other make of safety razor. It will pay you to handle this perfect tool.

Write for Prices

KAMPFE BROS., 8-12 READE STREET
NEW YORK

Canadian Representative : A. Roy MacDougall
42 Adelaide St. W., Toronto

When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

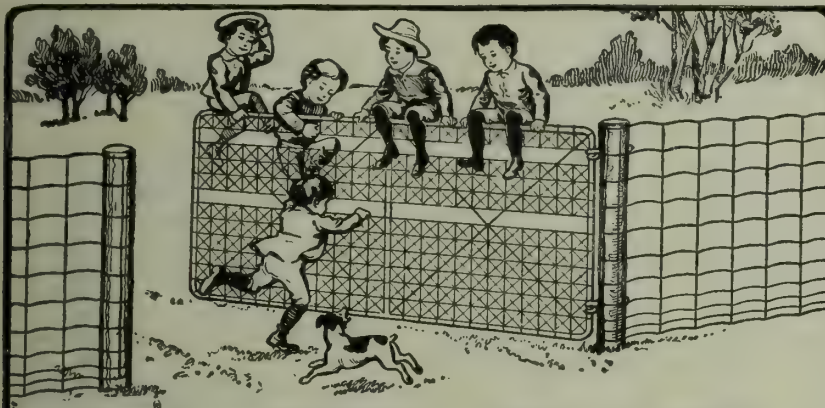
Appley Bridge, Wigan, Lancs., England

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs. All machine shops and railway shops should have it. Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description

A.B. Jardine & Company, Hespeler, Ontario



PAGE FENCES AND GATES

Styles for all uses—lawns, parks, farms, railways. All heights. Cost less to erect and give better service. Our nearest place will quote you 1910 prices and send you Free Illustrated Booklet. Please ask for it now.

14,000 Miles of Page Fence in use in Canada

73,000 Page Gates in use in Canada

OUR 1910 GATES HAVE GALVANIZED FRAMES

Largest Canadian Makers of Fences and Gates

500

THE PAGE WIRE FENCE CO., LIMITED

WALKERVILLE

TORONTO

MONTREAL

ST. JOHN

WINNIPEG

VICTORIA

"PAGE FENCES WEAR BEST"



HERCULES

Sash Cord

Buy the Best.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.



THE WHITE MOP WRINGER COMPANY

offers the **Largest Line of Mop Wringers** in the World. Latest improvements. Up-to-date. Satisfaction guaranteed.

The Best Mop Wringer

Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue.

MADE IN CANADA

WHITE MOP WRINGER CO.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively




This Trade Mark Insures Genuineness Originality Perfection Satisfaction

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books

"GET THE BEST"

Phone or Write

The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CLIPPERS.

PRIEST'S CLIPPERS
BALL BEARINGS
THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webb & Hilger, Limited, special New York
Representatives, 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

FILTERS.

Anti-Splash Tap Filters

The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers.
We supply display cards that sell them.
Write for Prices and Sample.

The Anti-Splash Filter Co.
OWEN SOUND - - - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind.
Has many working advantages over the ordinary spring,
and has twice the wear. In use throughout Great Britain
and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - Birmingham

FURS.

FURS

Do you trap or buy
Furs? I am Canada's
largest dealer, I pay
highest prices. Your
shipments solicited.
I pay mail and ex-
press charges; remit
promptly. Also largest dealer in Beehives,
Sheepskins, etc. Quotations and shipping tags
sent free.

JOHN HALLAM, TORONTO

GALVANIZING.

GALVANIZING.

Work and Prices Right

**ONTARIO WIND ENGINE & PUMP
CO., Limited**
Toronto, Ont.

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufac-
turers' Agents. Cars Distributed, Warehoused
and Forwarded. Warehouse on Trans-
fer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

Birkmyre's Waterproof Horse Covers

SOLE MANUFACTURERS

The Gourcock Ropework Export Co., Limited
(of Scotland)

Montreal. 28-30 St. Peter St.
Winnipeg; 132-134 Portage Ave., East

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American
Manufacturers. Correspondence invited from
firms wishing to be represented.

J. M. KAINS & CO.

MANUFACTURERS' AGENT

83 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware
Specialty. Highest References.

T. W. HEMPHILL & CO.,

Manufacturers' Agents

Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

MANUFACTURERS' AGENTS.

THOMPSON & GUNN

333 Gore Avenue, VANCOUVER, B.C.

Famous "RELIANCE" Hot Water BOILERS
and "IDEAL" Hot Air FURNACES
MODERN "ALASKA" STEEL RANGES
Cooking and Heating Stoves
WRITE FOR PRICES

P. R. CUMMING

Manufacturers' Agent

Hardware, Hardware Specialties
Housefurnishings Woodenware, Etc.
Car Shipments a Specialty
Correspondence Solicited

347 Pender St. W. - VANCOUVER, B.C.

METAL PRODUCTS.



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Bell Tel. East 419

MONTREAL SMELTING AND REFINING WORKS

Geo. Langwell & Son, Montreal, Que., Can.

Smelters and Refiners of all Metal Products
Makers of:—Anti-friction Babbit, Linotype, Stereotype,
Electrotype, Monoline, Pig Lead, Zinc, Spelter,
etc., also Gauge Glasses.

 Get Quotations 

NAILS.

JAMES PENDER & CO., Ltd.

ST. JOHN, N.B.

Manufacturers of

Coated Wire Box Nails, "ACME" Galvan-
ized Wire Nails, also "STANDARD" Toe
Calks—Blunt and Sharp
Horse Nails, Etc.

Best in
Canada

PORTABLE OVENS.



BAKERS' OVENS

Cut shows the "Hubbard" Patent.

There's good money supplying
the local baking trade with our
line of Baker's supplies.

Write us for prices.

The Warren Mfg. Co., Limited
Toronto, Ont.
Phone, Parkdale 3188.

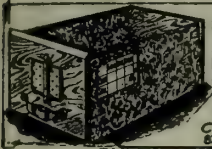
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Felloe Plates.

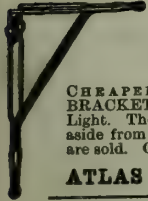
SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the **BENNETT STEEL HARDWARE SHELF BOX**. Saves 20% Shelf Room over wooden boxes. Write for Catalogue and Price List. **CAMERON and CAMPBELL**, 53 Richmond St. W. Toronto.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be **NOTHING BETTER, NOTHING CHEAPER** than the **BRADLEY STEEL BRACKET**. It is well japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

SIFTERS.

GOOD PROFITS FOR THE HARDWARE MERCHANT

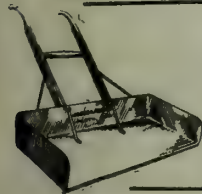
who sells our wooden or metallic ash sifters. They retail at 15 and 20c each.

Write for prices. We also manufacture tacks, nails and hardware specialties.

The McBrien Mfg. Co., Limited

Dovercourt - - - - - Toronto

SKATING RINK SCRAPER.



HARDWARE MEN sell the Rink in your town an

ICE SCRAPER

saves time and half the labor.

JAMES & REID, Sole Mfrs. Perth - - - - - Ont.

SPRAYERS



HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruits, vegetables, disinfectants.

SEND FOR CATALOGUE AND PRICE LIST **COLLINS MFG. CO.** - - - - - TORONTO

SOLDER

TINKERS' SOLDER

5 Bars to the lb. Our Phone No. is Main 1729

We will be pleased to quote you.

THE CANADA METAL CO., LIMITED TORONTO, ONT.

The Condensed Ads. in The Canadian Grocer bring results

STEEL TROUGHS.



MAPLE EVAPORATORS

at a price within the reach of anyone. They make first-class syrup with a small amount of fuel. A great seller. Write us.

Agents Wanted
The Steel Trough & Machine Co., Ltd., Tweed, Ont., Can.

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co. 106 N. Francisco Ave. CHICAGO, U. S. A.



VENTILATORS.



Ventilators and Chimney Cowl

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - - - - - Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from

CANADIAN SALES & MFG. CO

Factory 55 St. Paul Street
Office 107 St. James Street
MONTREAL

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 8d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emory, Black Lead, Emory, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

CANADA WIRE GOODS MFG. CO.

MANUFACTURERS OF EVERY KIND OF

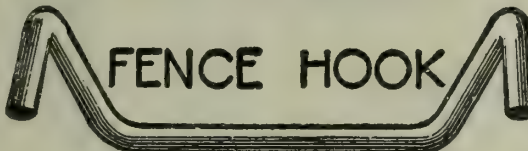
Iron, Steel, Brass and Copper Wire Cloth

Crimped and Pressed Wire Work of all Kinds

HAMILTON - - - - - ONTARIO

GALVANIZED FENCE HOOK

For Fastening Wooden Picket Wire Fences

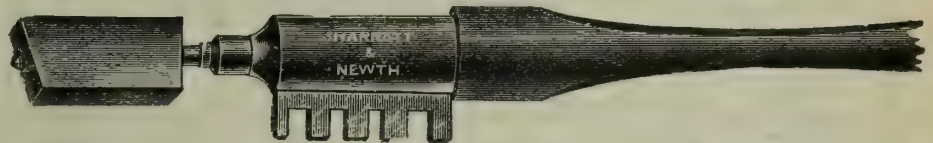


WIRE! NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - - - - - **London, Ont.**

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies. Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St.,

TORONTO

PLUMBERS' SUPPLIES AND BRASS GOODS

THAT LAST

Our large variety of Plumbers' Brass Goods is made in the same uniformity of quality as our other brass lines—no yellow scrap and other cheap metals used in their construction.

J. M. T. LOW TANK COMBINATIONS

contain our improved ball cock and are warranted for durability.



"SIMPLEX"

Syphon-Jet, low tank closet combination.



ELGIN

Wash-down, low tank combination.

The **James Morrison Brass Mfg. Co. Limited**

93-97 Adelaide St. West
TORONTO

BUTLER'S

FAMOUS

Sheffield Cutlery AND Electro-plate

CABINETS AND CASES OF CUTLERY AND PLATE
PRESENTATION OUTFITS—PRIZES FOR SPORTS.
SPOONS AND FORKS; FISH AND DESSERT SETS.
"BUTLER" was Reg'd a Trade Mark A.D. 1768

Their  Trade Mark was Reg'd A.D. 1681

Sole Makers of	REGISTERED	Butler's "KEEN" Razors, "Cavendish" Brand of Table Knives, Carvers and Plate.
HIGHEST AWARDS		SPECIAL MENTION

George Butler & Co.'s

LONDON SHOWROOM:
62 HOLBORN VIADUCT, E.C.
(OVER SNOW HILL STATION)

MANUFACTORY:
Trinity Works, SHEFFIELD, England



Fig. 113

Now it won't be long until everybody is on the jump for goods.

McDougall Pumps will again be the feature of many anxious buyers. We will do our best for you, but please help us out with early specifications.

You know the quality, and if you are willing to allow us a reasonable price, nothing can keep us apart.

Catalogue and prices on application.

The R. McDOUGALL CO.

Galt, Canada

LIMITED



AMERICAN FELT ROOFING NAILS

WHY?

- B** THEY have been adopted by roofers and contractors as an article of unique merit that effects a two-thirds saving in labor.
- E** THEY are pressed from one solid piece of drawn wire, with heads carefully rounded and planished, so as to afford a solid compact without injuring the frailest roof covering.
- C** THEY make a much superior watertight finished roof, and will outwear any other roof fastener.
- A** THEY are indestructible and particularly adapted to our climate, where sleet, snow and frost have demonstrated the unsuitability of other makes.
- U** THEY have received the approval of the most conservative purchasers and are stocked by leading wholesale and retail hardware dealers.
- S** THEY are in a class by themselves, so why not protect your customers' interests by starting now? It's never too late.
- E** THEY sell themselves, after being properly introduced, with their unique features—and:

Who Does Not Want a Silent Salesman?

UNITED STATES STEEL PRODUCTS EXPORT CO., MONTREAL



AMERICAN FELT ROOFING NAILS

A Dealer Who Sells DOMINION AMMUNITION

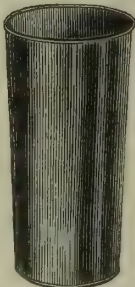
Is true to himself and true to his patrons.
Shooters who try Dominion cartridges and shells buy more shells, shoot more shells and induce their friends to buy and try them.
Made in Canada by Canadians and for the whole shooting world.
Every shell has the guarantee of the manufacturers.
A new box free for every misfire of present product.
Dominion Cartridge Company, Ltd., Montreal, Canada.



KEMP'S SAP PAILS AND SPOUTS

Will soon be in demand now.

EXTRA
DEEP
AND
STRAIGHT



6, 8, 12 quarts

Let us know your requirements
for the coming season. Prompt
shipment guaranteed. : : :

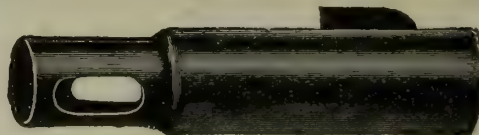
FLARING



6, 10 quarts

MAPLE LEAF SAP SPOUTS

STEEL



JAPANNED

ALL SAP BUCKETS PUNCHED UNLESS OTHERWISE ORDERED.

PRICES ON APPLICATION.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG, Man.

THE KEMP MFG. CO. of Montreal
39 St. Antoine Street, MONTREAL, Que.

Last Information About Next Week's Big Convention

Preparations Completed for Entertaining About 500 Hardwaremen — Special Railway Rates to Those Who Ask Railway Agents for Certificates — How Badges Will be Distributed—Delegate Coming From Winnipeg.

MORE ABOUT RAILWAY RATES.

E. C. Bridge, Thessalon, asks if wives of members can travel on special rates to convention, also if a stopover can be arranged on the return trip. Special rates are good for hardwaremen, travelers, clerks or any ladies, etc., visiting London during the convention, but no stopover can be allowed. Tickets are available February 4 and the return trip must be begun by the evening of Tuesday, February 15.

Another member writes the secretary asking for a convention certificate. These certificates are procurable at every railway ticket office between Port Arthur and Halifax. Ask for a certificate or a receipt when buying the ticket to London. Then this certificate, when signed by the secretary and the railway official at London (who collects a 25 cent fee), is good for a return ticket free if 300 or more certificates are presented. There should be no doubt about securing the 300 guarantee, as the travelers have been requested to travel on convention certificates, this being cheaper than on their regular commercial certificates.

The Grand Trunk have promised to put a special car on their fast train leaving Toronto 4.40 p.m. Monday and the C.P.R. will have a special car on their fast train leaving Toronto at 8 a.m. Tuesday. All delegates who can should be in London by Tuesday noon.

ABOUT THE BADGES.

"I would like very much if you would arrange to have a badge struck off for my head clerk, who wishes to attend the convention," writes a member.

A badge will be ready for this clerk and for every one attending the convention, but there will be a difference in badges.

The Lufkin Rule Co. offered to supply badges to the association and the offer was accepted. The officers of the association in their best judgment named 450 as the number expected to attend the convention, 300 of these being retailers belonging to the association and 150 travelers attending as exhibitors or as associate members of the association. The badges are expensively gotten up and are too valuable to be thrown away, consequently care was taken to estimate the number correctly.

Every paid-up member will be entitled to a badge, and as only one badge can go to each firm until all are supplied, a supply of extra ribbon badges will be on hand to be supplied to clerks and additional members of a firm. Where two members of one firm attend it would

be good policy to bring along last year's padlock badge. Badges will be distributed by the treasurer and his assistants in the city clerk's office, Tuesday morning and afternoon.

A similar precaution is being taken with the "guest" badges and late applicants, if more than 150 are present will have to accept ribbon badges.

The "member" badges will be red, the "executive" white, and the "guest" blue. The members of the London entertainment and reception committees will also wear a blue badge.

All of these badges, as well as the badges worn by delegates to the builders' exchange convention, will be honored for admittance to the hardware

T. Whetstone, Toronto.
Westwood Bros., Toronto.
Wright & Vanzant, Toronto.
John Lewis & Co., Belleville.
Carter Bros., Pieton.
C. H. Smith, Wyoming.
Wm. Chick, Mallorytown.
W. H. Morrison, Shedden.
W. D. Samson, Blenheim.
Spring Bros., Elmvale.
James Kingsborough, Coldwater.
J. S. Brunton, Allandale.
Ebbinhaus & Ackley, South Woodslee.
Charles W. Mallett, Baneroff.
Patterson & Hilborn, Drayton.
John Roger, Atwood.
Robt. McVittie, Southampton.
Van Tuyl & Fairbank, Oil Springs.



Unloading a Large Case of Plate Glass at the Toronto Plate Glass Works.

exhibition in the City Hall but, with the exception of Tuesday afternoon, when the convention meeting is open to all, only wearers of red and white badges will be admitted to the convention hall.

MANY NEW FIRMS ENROLLING.

Amongst the new hardware firms enrolled as members of the Ontario Association during the past week or so are the following:

Geo. W. Ecclestone, Bracebridge.
The Whitten Co., Bracebridge.
Arcade Hardware Co., Forest.
W. Lohead, Forest.
Orillia Hardware Co., Orillia.
Phillips Bros., Orillia.
Wm. Stevely & Son, London.
W. A. Stevenson, Wychwood.
People's Hardware Co., Wychwood.

If the rush continues the number of new members ought to exceed 100 before the convention is over.

THE QUESTION BOX.

The following additional questions have been sent in for discussion during the "Question Box" part of the convention program:

Has anyone had any experience with an auto delivery wagon? If so, has it been successful the year round?

What action should the Retail Merchants' Association take against Mr. Lewis' Bill that has been introduced in the House of Commons.

What success has come from the introduction of the Retail Merchants' Collection Agency in Guelph, Brantford, Chatham and Wallaceburg?

The Manufacture and Handling of Plate Glass

Some Information About a Growing Canadian Industry and a Series of Illustrations Showing the Various Processes Through Which Various Kinds of Plate Glass Must Go Before Passing Through the Hardwareman's Hands.

In these days it is most essential for everyone engaged in selling glass to keep closely in touch with the developments of the various industries con-

Indeed, the fame of the Toronto concern has extended to many parts of the States, proof of which has been furnished by the visits of leading American

to this country from Birmingham, Eng., in February, 1886, having acquired a thorough knowledge of his business in the old country, and Mr. Rutherford has been associated with him for most of the past fourteen years.

The attention of Hardware and Metal's representative when visiting the works was attracted by the great ease with which large cases of plate were handled by means of a traveling overhead crane, extending over to the road. By means of this crane, a heavy case of glass is lifted from the wagon and deposited in the warehouse, wherever desired, without further handling. It is then unpacked and stored in spacious racks. Some of these are as large as 20 feet 6 inches high by 13 to 14 feet long, and are able to accommodate all sizes that may be in demand.

It would be impossible to describe all the exceptional facilities for handling and cutting plate glass, but attention is directed to the three illustrations showing where plate glass of medium store sizes are kept in stock; the lifting of a plate of glass nearly 14 feet long by 9 feet high on to the upturned table—quite a hazardous undertaking—and the cutting and examining of these large plates. Particular attention is given to the satisfactory fulfillment of every detail, and to this is partly attributable the excellent quality of pro-



Racks for Storing Large Sizes of Plate Glass.

needed with this trade. It is a matter of primary importance for all concerned that each one should have more than a superficial acquaintance with the materials of construction and finish which he is called upon to supply to any customers. The merchant who makes a specialty of the builders' trade should avail himself of every opportunity to improve his knowledge in this regard, for, with the exception perhaps of the design itself, nothing is of greater importance to the client than a judicious selection of the best and most durable materials which are to be obtained at the lowest price consistent with good, reliable workmanship. Such thoughts as these are borne in upon one with peculiar significance after a visit to such an industry as that conducted by the Toronto Plate Glass Importing Company, Toronto. The excellent work which has at all times issued from this company's plant and the policy of improvement followed by the directors have won for the concern a reputation which is regarded by the company as one of its greatest assets. The works of the company, covering an area of 292x122 feet, are situated on the Don Roadway, Toronto, and the company claims that its plant is the best organized of its kind in Canada and Hardware and Metal is credibly informed that it is not surpassed, if equalled, by the works of the United States companies.

glass workers in the interests of their business.

The business is managed by Edwin Hill and Samuel J. Rutherford, the works and machinery being planned and



Examining and Cutting very Large Plates of Glass.

constructed under the immediate personal supervision of the former, while the business details are ably supervised by the latter gentleman. Mr. Hill came

duction for which this firm is noted all over Canada.

After passing through a large warehouse devoted to the storage of thous-



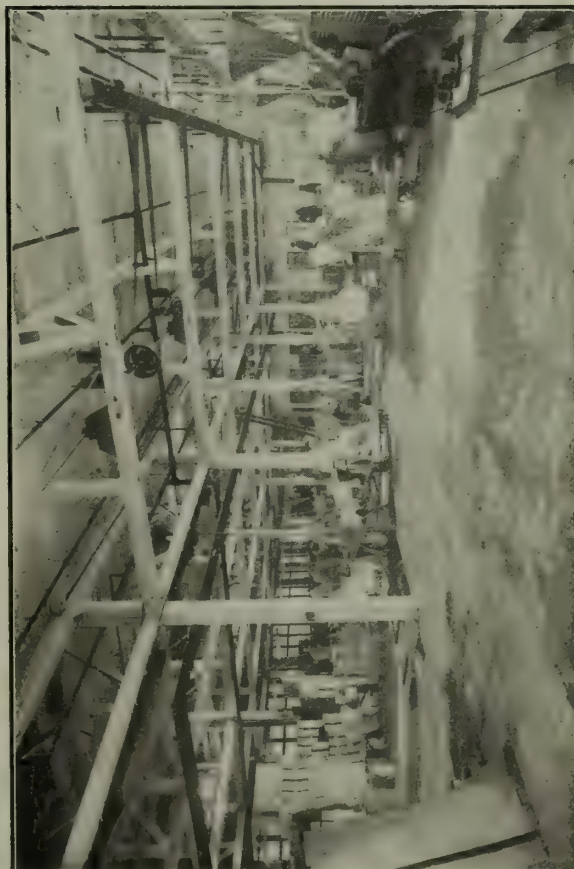
Racks for Storing Medium Size Plate Glass.



Lifting a Large Plate of Glass on to the Up-Turned Table.



Power House and Machine Fitting Shop.



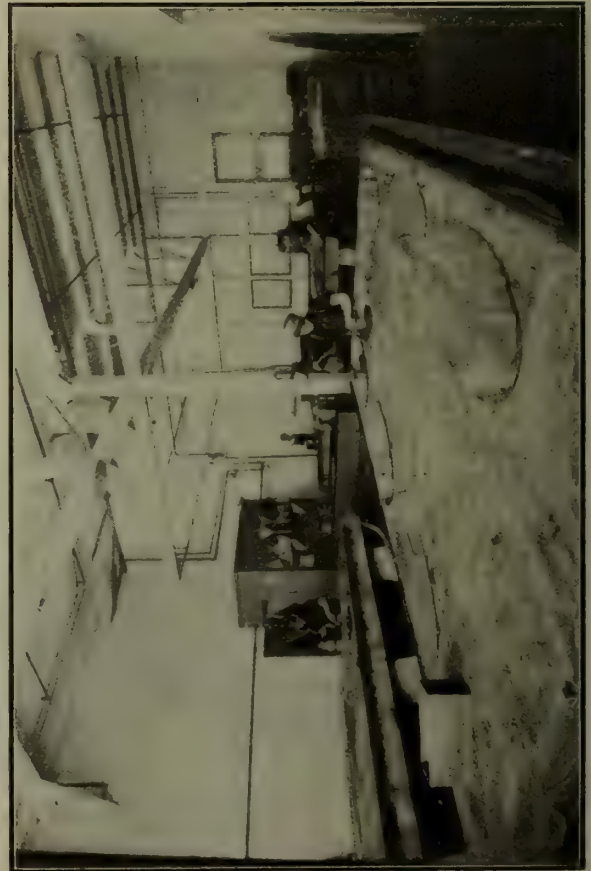
Bevelling Edges of Looking Glass Plates.



Cutting Fancy Edge Plates for Looking Glasses.



Polishing Machines Driven by Power from Below.



Silver Plating Looking Glasses.



Handling and Bevelling Larger Glass for Show Cases, Etc.

ands of boxes of "Red S" brand window glass noted for its superior excellence, one enters the power room, where the power required in the operation of the plant is developed by a large duplex cylinder engine. Adjoining this is the machinists' shop, well equipped with all necessary lathes, drilling machines and so on. It is here that all the company's machinery is made and repaired.

Special interest is attached to the photos showing respectively the cutting of plate glass to fancy shaped edges, before being passed on to the bevelling shop; the bevelling shop, where looking glass plates are bevelled, and also the larger plates for glass counters, "Silent Salesmen" show cases, and other requirements; also a row of eight spacious polishing machines for putting the final lustre on the surface of the plate glass, so important before it is silver-plated and ready for the customer. Other photos show the method employed in silver-plating looking glasses and coating the plating with a suitable preservative and the assembling of the numerous looking glass orders and packing of same ready for shipment.

The stained glass department is worthy of special mention. Cementing the work is a very important feature in leaded work of all kinds. If a stained glass window is not properly cemented and well soldered at the joints, it will go to pieces almost in one season, whereas if it is well constructed it will be durable and give satisfactory service as well as an artistic effect.

The company's bending works are located on Victoria street. Here is where bent glass is "made in Canada," from the very finest of bent glass for high class cabinets to the very largest of bent plates for large store fronts.

Altogether, in its organization, equipment and facilities, the company has a combination which it would be difficult indeed to improve. This is the impression received by a visitor, but it must not be taken as the policy of the concern, which is one of continued progressiveness. After an inspection of the work of the various departments, one would say that the company itself is its own keenest competitor — ever working to give the best value at the lowest figure. In every branch of the trade where high grade glass is required, the name of the Toronto Plate Glass Importing Company has become familiar to hardware merchants.

The general manager of the John McDougall Caledonian Iron Works Co., Montreal, has written to the Mayor of Quebec in reference to rumors that the company were thinking of leaving Montreal, saying that they had not considered the advisability of removing from Montreal, but if good inducements were offered out to them by Quebec they would be prepared to consider such offers.



Applying the Preservative after Silver Plating Looking Glasses.



Assembling and Packing Mirror Plates.



The Cementing of Stained Glass.

HARDWARE & METAL

Established

1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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PUBLISHED EVERY SATURDAY.

ILLEGITIMATE SALESMANSHIP.

In spite of the rigorous provisions of the Secret Commissions Act, which prohibits the giving of secret rebates and commissions, there are still some salesmen who in their desire to get business are resorting to practices which are forbidden by the Act.

Our attention is frequently drawn to flagrant breaches of the Act and one of the most common practices in this regard appears to be the passing from the pocket of the salesman to the palm of the customer a sum of money sufficient to induce the latter to place an order for goods on which there is a fixed selling price.

Aside altogether from the moral aspect of such practices they are proofs of poor rather than good salesmanship. When a salesman resorts to secret rebates and other dishonest practices in order to secure business it is an acknowledgement of his own inefficiency to sell goods in the ordinary way.

The true salesman is he who relies upon the merits of his goods, plus his own personality, to effect sales; not he who is so unwise as to run the risk of incurring severe legal penalties in order to accomplish that which he cannot do by legitimate means.

One thing that perhaps can be said in favor of the salesman who is ready to break the law in order to effect a sale is that he is at least courageous in view of the fact that he is running the risk of a maximum penalty of a \$2,500 fine or two years' imprisonment.

Those who have to substitute crookedness for efficiency should either learn the secret of true salesmanship or embark in some vocation in which dishonesty rules all actions.

Is this question of secret rebates not one which should receive attention at the hands of the Retail Hardware Association which will meet at London next week? It is common gossip that more than one concern selling to the retail trade makes a practice of giving "extra" inducements to encourage retailers to buy from their salesmen, and it has been as commonly stated that many retail firms receive rebates of amounts paid for cartage charges, etc. Are not these practices demoralizing alike to both the wholesale and retail trade?

A WESTERN GRIEVANCE.

A hardware firm in Saskatchewan have written Hardware and Metal complaining of sales direct to one of their customers by a wholesale oil house. A traveler for the wholesale house in question called not long ago on this Saskatchewan dealer, who like many other retailers has no private office in which to transact business of the kind. The salesman was indiscreet enough to quote his prices in a tone of voice so loud that one of the dealer's customers then in the store could not fail to hear what was said. Annoyed by this indiscretion on the part of the traveler the dealer did not give him an order. The homesteader, who had overheard the conversation, required gasoline for a chopping machine, and he gave the traveler an order before he left town. Since then he has been buying gasoline and coal oil by the barrel from the wholesale house direct, and the hardware dealer very properly considers that he has a grievance.

This is simply one of many instances which could be given to show that the hardware men of the west are out of pocket each year many times what a live Retail Association would cost them. The executive of a strong Retail Hardware Association in the west could deal with grievances of this kind promptly and effectually. Unfortunately there is no such organization in existence now and until there is such a body, grievances of the kind will continue to work injustice to the retail hardware dealer. The remedy lies in proper organization.

REVISING PARTNERSHIP STATUTE

Two bills respecting partnerships will be introduced during the present session of the Ontario Legislature by the Attorney-General. They are not new bills, but revisions of old statutes.

Every ten years a commission of judges sits and revises existing statutes, and as well incorporates into one volume all the new acts passed during the

previous decade. The commission is at present revising the statistics of 1897 for the volume of 1907. Instead of waiting until the completion of their work for the bringing down of the statistics, each bill as revised is introduced and passed separately.

The revisions in the present bills, Nos. 142 and 143, have simplified the forms only, no radical changes coming into effect. No. 142 (R.S.O. 1897, c. 152) is an "act respecting the registration of partnerships."

It provides that persons in a partnership for trading, manufacturing or mining purposes shall file within six months with the registrar a declaration signed by all the members of the partnership, containing the name of the partnership, and when a change takes place in the partnership a new declaration shall be filed within the same space of time under penalty of \$100 being levied on each member of the partnership. An exception is made for the manufacture of cheese and butter, the act not applying to them.

No. 143 is an act respecting limited partnerships (R.S.O. 1897, c. 151). It provides for a limited partnership for the transaction of mercantile, manufacturing or other business (excepting banking, construction and operation of railways, and insurance) being formed of two or more persons. General partners shall be jointly and severally responsible for debts of the partnership, but special partners shall not be liable beyond the amounts contributed by them to the capital, though if their names are used in the title of the firm they shall become thereby general partners. The general partners only, however, may transact business.

All the persons forming such a partnership shall also sign a certificate before a notary public of the business, the duration of the partnership, amount of capital, name of firm, place of business, etc., and this certificate shall be filed with the clerk of the county court. Until this is done no partnership shall be deemed to exist. Every renewal shall also be certified to and filed. Every alteration in the partnership name or in the nature of the business shall be deemed a dissolution of the partnership. In case of insolvency or bankruptcy, a special partner shall not be allowed to rank as a creditor until all other creditors are satisfied, and there can be no dissolution until a notice is filed with the county court clerk that such is contemplated.

It doesn't pay to recommend goods a bit higher than they will stand. A customer fooled that way once, won't give you a second chance.

Statistics of Canada's Iron and Steel Production

Returns Gathered by Hardware and Metal Show Material Advances Over the Totals for the Previous Year.

Although Canada's iron and steel productions for 1909 may not show such tremendous increases as reported to have happened in the United States, yet the authentic figures—now first published—indicate a marked improvement over those of the previous year. In every line there has been a significant advance, and the gratifying totals which we anticipated at the publishing of our half yearly statement have been more than realised. Taking iron and steel as the best trade barometer that a country can possess, it is evident that Canada had a good year, and starts in the best of shape for making 1910 the best of all.

20 to 30 p.c. Gain.

A glance at the appended figures shows that the total pig iron production for last year was 112,648 tons better than for 1908, or nearly 20 per cent, while the ingot production was 164,360 tons, or over 30 per cent. Considering that the improvements taking place in the various plants were, in but few cases, sufficiently advanced to be of any great help, it can be understood that the pressure of all this increased production must have been very great. In fact, for several months the furnaces were not looking for orders, and delivery was hard to obtain. The congestion in steel was likewise severe, especially as two of the great producers were out of the open market, having all they could do to look after their own wants.

Detailed Figures.

Of the detailed figures of the iron production it will be noticed that while they all show advances, Bessemer, with an increase of 47,772 tons, or over 40 per cent., and foundry with an increase of 25,109 tons, or over 30 per cent., are most prominent, that is so far as comparisons with the previous year are concerned.

The steel figures show great and significant increases. Wire rods for instance, show an increase of 31,582 tons, or 76 per cent.; bar steel, iron and structural material, 39,074 tons; rails, 69,969 tons, while plate, axles and sundries, etc., show the greatest comparative increase of any, that of 3,381 tons, or over 100 per cent. Castings also are very prominent, with an increase of 4,610 tons or nearly 50 per cent. It is evident from this that all classes of consumers have been active buyers.

Twelve furnaces were in blast compared with eleven for the previous year.

Additions to Plants.

The Canada Iron Corporation are building an additional furnace at Midland, Ont., which will go into operation in about three months.

The Algoma Steel Co., in addition to the new furnace and mills now in course of construction, are also adding coke ovens to be built this year.

The Deseronto plant of the Standard Chemical Co. will be improved by an ore trestle, and the installation of an electric motor in the ore dock. Hardware and Metal has already published details of the great additions now in course of construction at the Dominion Iron & Steel and the Hamilton Iron & Steel.

The Year's Figures.

	Year ending Dec. 31 1908.	Year ending Dec. 31 1909.
Total iron production	566,515	679,161
Total ingot steel production	511,569	675,929
Details.		
Pig Iron—		
Basic	345,494	362,947
Bessemer	116,230	164,002
Malleable	18,293	29,500
Foundry	81,932	107,041
Charcoal	4,566	15,671
Steel—		
Ingot	511,569	675,929
Blooms	370,563	472,126
Billets	105,473	139,335
Rails	267,377	337,346
Wire rods	41,420	73,002
Bar steel, iron and structural material	81,984	121,058
Castings	9,350	13,960
Plate, axles, spikes and sundries	3,140	6,521

LET THE BUSINESS MEN KNOW.

There are bills which come up from time to time in the Dominion Parliament and in the various provincial legislatures which need the expert attention of the business men of the country. Yet these men never see or hear of these bills until they come before the house and then only through meagre newspaper reports.

How simple it would be for the governments to have a list of the boards of trade in Canada and in the respective provinces on file and each time a bill is drawn up to send a copy to each.

Boards of trade are composed of the best business men in the country; they are therefore the most competent men to judge whether a bill is in the best interests of trade or not; they are in a

position to suggest changes, omissions, or additions which often make a bill really effective.

A good example of this is to be found in the Secret Commissions Act. If that bill had not fallen into the hands of a business man who understood what it was intended to do, we never would have had the last clause which makes the party knowingly privy to any offence of the act liable to the same penalties as the giver of the secret rebate.

The boards of trade which represent the manufacturing and all business interests of a community should therefore be in touch with the government and should be made acquainted with what is going on in parliament.

A copy of each bill respecting business should be sent to the president or secretary of each board of trade just as soon as it is in type in order to give the business men an opportunity of studying it and offering their opinions.

A MERCHANT AND A FUR COAT.

Some time ago a letter was received by a Toronto gentleman from a friend who runs a hardware store in the country, and the largest portion of the letter was made up in complaining about the unfair competition from catalogue houses. He found a good deal of fault with the people for not supporting the stores at home. The next letter came with a request to find out the prices of certain lines of fur coats. His wife would like to get one, and she thought she could buy it cheaper in Toronto than at home.

This shows inconsistency as well as the unbusiness-like men who call themselves merchants. There is a good deal of talk about the farmers buying from catalogue houses, but if the truth were known, the townspeople and even the merchants would in this respect be great sinners as well.

Unless the retail merchant rises above this smallness, sets an example and shows the buying public that he actually believes it is to his advantage to buy at home, the general public will never be converted.

As is shown in this case, the merchants are to blame for losing business which naturally belong to them. The country needs larger men, men who can see beyond their own petty selfishness, in order to hold and build up their rights.

It is up to the merchants to decide whether they will do the business, or allow it to go to the large catalogue houses. A merchant has no moral right to be in the retail business unless he takes an interest in the welfare of his own town.

Business Methods of Canadian Hardwaremen

**Vancouver Merchant Argues That it Pays to Replace Goods—
Various Plans Used by Canadian Hardwaremen to Develop
Business Outlined—Getting After the Slow Pays.**

REPLACING GOODS.

Vancouver, Jan. 29.—“If any man comes into the store with a complaint,” remarked a dealer to the Hardware and Metal to-day, “we do the best we can to pacify him. ‘A soft answer turneth away wrath,’ and if it is a hammer that has broken when being used the first time or so, we give him a new one; if it is a fault of our own or the manufacturer’s, we draw no line, but give him what he wants. It may look costly, but it is not only a business bringer, but it is not nearly so expensive as it looks. It is far better to do it that way than be troubled by writing to the manufacturer and having the customer call up or call in, still dissatisfied. Such expenses could with all fairness be charged to the advertising account, for like the advertisement it brings business, and after all it is really an advertisement for fair dealing. If a customer is treated squarely, there will be no need to hustle after business, but rather one has to hustle to take care of the business.

R.B.B.

POETRY COMPETITION.

Brantford, Feb. 2. — Competitions prove very popular as trade getters in The Telephone City. A local firm held a poetic competition with splendid results a short time ago. In their advertisement appeared a short verse, telling what could be obtained there, and prizes were offered in two classes for the best poetic effusions, which would tell why this store was the best place to purchase goods in. The first class was for children over twelve but under sixteen, and the second for those under twelve, the parents of the latter being allowed to assist them. The competition was highly successful, four hundred verses being received, some of which were very meritorious. The first prizes were of good value, and the prizes offered were numerous. All who competed were given a small token from the firm.

A.W.

BRINGING OUT BUSINESS.

Leamington, Feb. 2.—The scheme of S. G. Morse, a Leamington merchant, to get his customers to come out in the middle of the week rather than have them wait till the busy Saturday, is quite an idea. Mr. Morse has in his window a clock, and each week the customer who can guess the nearest to the time when the clock will stop gets a cash prize. A cash prize is also given for the second nearest guess. These prizes are given every Thursday afternoon. Not only has the scheme had the effect of stimulating

mid-week buying, but it has also attracted a considerable amount of new business

V.L.

USE OF SALE TAGS.

Hamilton, Feb. 1.—The use of sale tags looms very large in sales conducted by local merchants at present, and undoubtedly do their share in attracting trade. The favorite color is red, but pink, green and white also figure conspicuously. The tags used are usually in an odd shape, such as a triangle, or the usual shipping tag form, and each tag is colored, showing up very prominently against the goods. The phrase, “Red Tag Sale,” and “Red Tag

31, the Clerk of the Court will be asked to interview all who have been imposing on my patience.”

GEO. J. GIBB.

AN EFFECTIVE STORE SIGN.

Paris, Feb. 3.—A local young merchant on King Street, accustomed to give credit to some of his regular customers, was somewhat annoyed at the dilatoriness of the slow payers. He remedied this to a large extent, and in a manner which did not hurt his customer’s feelings, by the following ingenious sign, placed in a prominent position in the store, “Man is made of dust; dust settles; are you a man?” The results were eminently satisfactory.

A.W.

GAS RANGE WINDOW.

Brantford, Jan. 31.—A local hardware and stove firm showed a window



Christmas Display Arranged for Adolph & Bonnett, Listowel, by Scott Binning.

Prizes,” are blazoned conspicuously in the large advertisements used, and in the posters distributed. The results are all that would be expected—and often more.

A.T.

STRAIGHT TALK TO DEBTORS.

Blenheim, Jan. 25.—In the way of straightforward and unvarnished talk to debtors, a brief notice published in a recent issue of a Blenheim paper by Geo. J. Gibb, a local professional man, makes the average stiff lawyer’s letter look like an Alphonse and Gaston effusion. This is the way Mr. Gibb tells it to them:

“Patience ceases to be a virtue when it allows people to impose on the patient one. I find myself in that position, and have therefore decided that after Jan.

last week which proved a splendid drawing card. The window was fitted up as a model kitchen, and the attention of housekeepers, especially newly-wedded ones, was drawn to it. A gas range was in the centre of the kitchen, the kettle and pots on top, and the baking pans in the oven, giving it a home-like look. In the warming closet was a number of dishes (this firm handling china also), and there was a low fire underneath, giving it a realistic appearance. A gas toaster and other implements of a like nature were also scattered around, on the wall being a handy kitchen rack for holding small cooking utensils, and a drying rack for towels, etc., hung outstretched above the range. The window was very attractively arranged.

A.T.W.

Of Course You Know

LUFKIN STEEL MEASURING TAPES

¶ But do you know that they are now made with a new method of marking that obviates all chances of mistakes and all losses of time? That, literally speaking, every Lufkin tape you now sell carries with it an insurance policy against errors and loss of time? And for this wonderful improvement.

*No advance in price
is made*

¶ "*Instantaneous* Readings" is the name by which the new feature is known. Bear it in mind.

¶ We will be at the Convention at London. Let us show you samples and demonstrate their superiority over the old "hunt-for-the-foot-mark" variety.

¶ "*Instantaneous* Reading"—Just what they are.



¶ Look at the illustration. See those feet marks at every inch of the tape. That is the system. The complete reading at any portion of the tape quickly and clearly seen. All of the annoyances of old style tapes entirely removed. Time saved and accuracy insured

¶ Coupled with the old time superiority of Lufkin tapes, the combination is perfection itself.

"WATCH FOR THE LITTLE FOOT MARKS"

ALL PROMINENT JOBBERS STOCK **LUFKIN GOODS**

THE *LUFKIN* RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

ONLY MANUFACTURERS OF MEASURING TAPES IN CANADA

HOLIDAY DISPLAY AT LISTOWEL.

Two photos of holiday windows which arrived too late to be entered in Hardware and Metal's holiday window dressing contest, but which are worthy of honorable mention in this contest, are the two windows shown by Adolph & Bonnett, Listowel, and arranged for them by Scott Binning, who is developing considerable ability as a window trimmer.

One window was devoted to a miniature house and woods display, imitation snow making the scene seasonable and realistic. Santa Claus is starting down one of the chimneys. The background is used to display razor strops, dust pans, child's tool sets, skates, etc.

The second display is a silverware



Holiday Display of Silverware, Arranged by Scott Binning for Adolph & Bonnett, Listowel.

window with a hanging lamp as the central feature. The draping was handsomely done both dark and light goods being used to show off the goods to proper effect. The window was well balanced and not overloaded, one criticism, however, being the absence of readable price tickets, these being exceptionally useful in connection with a silverware display.

G. McAvity, of T. McAvity & Sons, St. John, N.B., has been stopping in Montreal.

W. B. Snowball, Chatham, N.B., president of the Maritime Board of Trade, has been visiting Montreal.

Guelph Hardwareman Advertises on Mile Posts

Two Merchants Co-Operate in Putting up a Series of Mile Posts on all Roads Entering Guelph and Consider it a Cheap and Effective Form of Advertising—Main Expense is in the Original Outlay—No Competition as the First one in the Field Gets Exclusive Rights.

Guelph, February 1.—George A. Richardson, a successful Guelph hardware man who enjoys a liberal share of the good country trade that comes into Guelph from the rich agricultural district that surrounds the place, has for the past fifteen years used as his principal means of advertising a system of mile posts, placed at mile intervals on all the main roads of Wellington County that lead into Guelph. From as far out

The mile posts he uses cost \$3 each and he now has 72 of them, making a total cost of approximately \$225.

They stand about four feet out of the ground and are made of good lumber, 12 inches wide and 2½ inches thick, being soaked in tar, then painted white and the advertising matter painted on in black letters. In order to preserve the posts they are embedded in foundations of small stones which are piled up around the base of the posts for a foot or so in order to keep them dry. The water in wet weather runs away from the little stone pile leaving the vicinity of the post comparatively dry.

Easily Maintained.

There is a good deal of actual work in getting the plan under way but once that work is done there is little left to do. The posts may need a little freshening up by the painter once every couple of years, but that is about all, if the lumber used is of the right sort and the posts have been properly treated and planted.

In this respect Mr. Richardson's experience is of interest. He has renewed his posts once in the fifteen years. That was five years ago when the old posts which had served well for ten years and were beginning to look delapidated were taken out and better ones put in their places. The second lot of posts were of better lumber and were soaked well in tar, and planted more carefully in stone bases. The result of the extra care taken is evidenced now, for after five years the new posts still look about as good as new.

The work of measuring off the distances one would imagine would be a rather tedious and expensive undertaking, as it would take a good deal of time. But a merchant can get this done cheaply by unskilled labor, or can let a couple of his clerks do it in slack times. All they will need is a chain to measure off the distances with. Mr. Richardson left the measuring for the contractor to do.

An Exclusive Ad.

It must be remembered that the roads on which the merchant may wish to place his mile posts belong to the county in which they are located. The county council, however, are easily dealt with. It can be explained to them by the interested merchant that the signs he wishes to erect will be of an attractive nature and will be subject to their approval. In making his appeal to the county fathers he should emphasize the benefits the posts will be to the traveling public who use the roads, dwelling upon the great convenience of the signs. Once the consent of the county council has been gained the merchant has insured for him-

as the first town or village on each of the main thoroughfares these posts, painted white with black letters, "1 (and from that up to 20) miles to G. A. Richardson's Hardware, Guelph," tell off the miles to people driving, motoring or walking into the city. After fifteen years of this kind of advertising Mr. Richardson is a strong believer in it. "I am sure I never spent money better in any form of advertising than when I invested in those mile posts," said he when giving a few particulars as to costs and maintenance of the mile posts and how to go about the work of establishing the scheme.

While very enthusiastic about the idea Mr. Richardson was ready to admit that the initial cost was quite a consideration.



London Convention

We will be pleased to meet you at the London Convention at Section No. 29. Our representatives will be there to make your acquaintance and to show you a line of Roofing Goods which, no doubt, will interest you.

"BRANTFORD" stands for goods of quality, and "Brantford Roofing" maintains this reputation in her particular line.

We are the largest manufacturers in Canada of Ready Roofing, viz :

Brantford Asphalt	No. 1
"	No. 2
"	No. 3
Brantford Rubber	No. 1
"	No. 2
"	No. 3
Brantford Crystal	—one weight
Mohawk	—one weight

It is not to be expected that one kind of Roofing will answer every purpose equally as well—this is the reason we specialize.

We can help your customers decide what goods they should buy for their purpose.

We are full of "Brantford Roofing" information, which we are pleased to give those who will write us.

Many of our dealers throughout Canada will confirm the statement that we have stood loyally by them and referred many enquiries coming to us direct, to the dealer, while our competitors have obtained the orders, supplied the goods from the factory. In the long run we think our policy of doing business through the retailer will pay—our business continues to grow as an evidence of this.

We want the most progressive dealer in every town in Canada to sell

"Brantford Roofing"

because the goods will increase in demand when once used.

Do You Sell "Brantford"?

The Brantford Roofing Co., Ltd.

Brantford, Ontario

Dealers !

Please note that the aisles in the Convention Hall are covered with "Brantford Roofing"—the hard treatment it receives, and how it stands it, is an evidence of its superior quality.

Could you suggest a test more thorough?

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

MONTREAL.

February 4.—“Trade has opened up splendidly,” said a jobber this week. “Directly our travelers got out last month orders commenced to come in freely, and January has proved to be one of the best we have ever had. Prospects are really good.” This seems to be the general view of the trade, and in consequence a very bright tone is observable all the way round.

In a measure this strong trading was only to be expected. Stocks are very light; in fact, it may be said that in many quarters there are no stocks at all. But the demand for the finished article has kept up, and thus metal is wanted. Tin, copper, spelter, lead and sheets are all in active demand.

The markets are unchanged this week with the exception of a slight cut of 5c per 100 lbs in domestic lead. Fluctuations in the primary markets have not affected home prices. Despite unfavorable statistics, tin held its own fairly well in the English market, and thus local prices were undisturbed. Copper struck its lowest price in London this year, but New York was swayed but little by the decline. The U. S. market is not over active, however, and the situation cannot be said to be very bright. Producers still show a firm front, and yield but slowly. The pig iron and steel situation in the States shows more activity, but the pace has not been greatly quickened as yet. Specifications on old orders are still pressing hard on mills. There has been a sagging in Cleveland Warrants in the Old Country.

Pig Iron—There is no change in the pig iron situation. Imported pig is selling freely at firm prices, and importers are anticipating spot securities later on. Home furnaces are busy. New business has improved over January. Buying in the States is uneven. Some quarters report heavy business, while others report the reverse. On the whole, however, new orders show an improvement on the previous month's note. Finished steel seems to have swung off a little, but there is no fear of any great setback. However, mills are still hard pressed by old orders, so there is no grumbling.

Tin—Prices are unchanged this week. Orders have been coming in well, and jobbers anticipate excellent trade. Travelers report stocks light, with plenty of confidence as to the future. The English market has shown fluctuations, but prices have held well despite unfavorable conditions.

Copper — The market has remained firm at last week's cut, and good orders have been booked at 14½. Inquiries are coming in freely, and jobbers anticipate a healthy demand. The opinion is ex-

pressed that more copper will be sold locally this year than ever, especially if the primary markets help. The New York market continues unsatisfactory. Business is reported light, holders being apparently not willing to meet buyers. The English market which has been speculative, shows the lowest figures for the year, and this helped to bring New York round the 13½ point. Copper is not showing the improvement it should.

Spelter—Spelter is unchanged at \$6.25. Orders are good, while prospects look more promising than in any other metal. Jobbers anticipate very good business later on. The English market has remained firm at £23 5 shillings, but St. Louis is showing a decided setback. Tariff and labor troubles are agitating this market, and prices have declined over 25c in the last week or so. Consumers are not at present over anxious to buy, probably anticipating lower prices.

Lead—Domestic lead has suffered a small cut of 5c per 100 lb., but imported is unchanged at \$3.75. Trade has shown improvement, with inquiries more active. The English market shows a lower figure this week than it has since the commencement of the year, and the situation does not look so good.

Scrap—Scrap is unchanged this week. There is less call for cast iron, and the market is quiet all the way round. We note: Heavy copper and wire, lb., 11c; heavy red brass, 10c; light brass, 6½c; tea lead, 2½c; heavy lead, 2½c; scrap zinc, 3c; No. 1 wrought iron, \$12; machinery cast scrap, \$15; malleable, \$9; miscellaneous steel, \$7.

TORONTO.

February 4.—Present business continues to pass in a satisfactory volume, and is really heavy. There is somewhat of a dearth of news in the metal field, but with the close approach of spring, metal men all agree that the outlook could hardly be better. Orders are not so numerous as last fall, but greater quantities of iron are asked on all orders received. Producers are very busy filling demands made on them during the past six months.

There are no price changes, every metal holding firm at last week's quotations. Some of the primary and outside markets show fluctuations on tin and lead, but the fluttering has not affected the local situation in these metals.

Pig Iron—This metal remains in the forefront of the whole metal situation. Demand if anything has increased over a week ago. Some buyers say that there is hardly any use ordering, as the date of shipment is put so far ahead that they cannot conveniently count on their own

self not only the right of way for the placing of his mile stone signs but the exclusive right for doing so.

The councillors who grant a merchant the right to erect mile stones along the main roads of the county do it in consideration of the fact that it is going to be a convenience to the public and consequently they will not make their county thoroughfares look ridiculous by having more than one series of stones erected or allowing them to be erected at more than mile intervals. A case of this occurred in Guelph some years ago when a merchant not in the hardware business thinking that Mr. Richardson had a good thing in the mile stone scheme, thought he would erect similar signs. He would have them every half mile he thought, and between every post that read, “so many miles to G. A. Richardson's Hardware, Guelph,” he thought he would put a post with “so many and a half miles to Blank's store.” Of course the county council would not think of allowing it. So in this line of advertising it's the early bird that gets the worm.

Two Merchants Can Co-Operate.

In the mile post idea two merchants in different lines of business can work very well together. They can use alternate sides of the signs to very good advantage, being in different lines of business the one man's ad. does not in any way compete with the other. They each have their ad. on every mile post but on the opposite sides. This is done at Guelph, where G. A. Richardson shares his mile stone signs with C. L. Nelles, stationer. There is no particular advantage to either of them over the other for they use the coming and going sides of the posts alternately. This does not lessen but rather adds to the interest of the ad. For instance a person driving along any leading Wellington County road, casually notices a mile post to see how much further he has to go and sees the name of Nelles' book store, “That's funny,” he thinks to himself, “I thought it was Richardson who had those mile posts put up,” and he watches for the next one when he finds sure enough Richardson's name is there. The edges of the posts when about 2½ inches thick, as they are here, allow space for more advertising. It is in Guelph where on the edges of the mile stones are painted “Lowest Prices” which relates to both merchants using the sign and can be read in connection with either of the ads., depending of course upon the way the person reading is driving.

When the two merchants go in together in this way they materially cut down the expense and yet each gets his full share of the advertising.

H. S. N.

The B. C. Gazette gives notice of the incorporation of the following companies: B. C. Ornamental Iron & Fence Co., capital \$10,000; Fraser River Brick & Tile Company, capital \$50,000; and Vancouver Gypsum Co., capital \$100,000.

See You ^{at the} Convention !

You cannot miss us. Spaces 13 and 18, fronting on both East and West Aisles. Drop in and have a chat with our representatives.



METAL SHINGLE & SIDING CO., LTD.
PRESTON and MONTREAL



The Moorish Sidewall Register.

The Bull's Eye of Perfection

REGISTERS, FACES, BORDERS
"Made in Canada"

Our New Plant

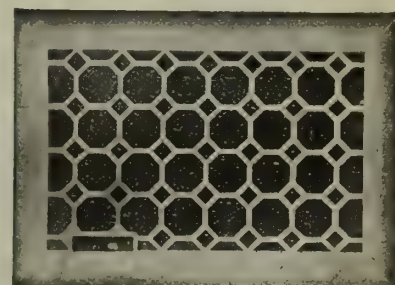
is in full working order making
all known sizes, shapes and finishes.

Prices Rock Bottom

THE
CANADIAN FERROSTEEL
COMPANY

Bridgeburg,

Ontario



The New Convex Reversible Wafer.

work, and prefer to take whatever stock offers. Quotations remain high, though unchanged from last issue. Summerlee ranges from \$23 to \$24; Middlesboro No. 3 and Cleveland, \$22; Glengarnock, \$23.50; Jarrow and No. 1 Clarence, \$21.75; and Canadian foundry iron, \$22. Canadian production of iron from native ore went over 100,000 tons last year, and was valued at \$1,700,000.

Tin—Unchanged locally in price and condition. London reported a decline with a rise following. This fluctuation did not make for good business, and only that demand so much exceeds supply it is doubtful if tin prices would be able to keep up their stiffness. Toronto's quotation is yet \$35 in hundred pound lots.

Copper—Continued firmness rules the red metal situation. Copper prices have not shown so much fluttering during the past week, and 14c and 14½c for ordinary lots of casting and lake ingots has been more readily obtained in consequence. Canada is producing copper worth nearly \$9,000,000 annually. The output is reckoned at something like 70,000,000 pounds.

Lead—Domestic lead at \$3.75 and imported at \$3.85 are still the local quotations for lead. Outside points showed a little lower tendency during the week,

but Toronto held its own and remained steady. The situation here has not changed during the past fortnight. The domestic production of lead is set down as over 45,000,000 pounds last year; valued at almost \$2,000,000.

Sheets and Plates—Interesting in situation though unchanged in price and condition are both sheets and plates. The failure of the Sheet Steel Corporation has led to speculation as to whether or not the dumping clause on some kindred manufactured lines will be enforced at the end of March, as was intimated a couple of weeks ago.

Spelter—The quotation remains at \$6. Spelter is unchanged this week. There is a probability of a new zinc smelter being erected in British Columbia this year to supply the Canadian trade.

Old Materials—Not a change has developed during the week. While trading has not been brisk, results have been satisfactory. There are no price changes. Dealers' buying prices are: Heavy copper and wire, lb., 11¼; light copper bottoms, 10½c; heavy red brass, 10½c; heavy yellow brass, 8½c to 9c; light brass, 6½c; tea lead, 2½c; heavy lead 3c; scrap zinc, 4c; No. 1 wrought iron, \$11; machinery cast scrap, No. 1, \$15.50; stove plate \$13 malleable, \$8; miscellaneous steel, \$6; old rubbers, 9c.

mand, but the other lines are going out in an assorted way. We quote: Cant hooks, \$12 a dozen and up; axes, \$6.50 a dozen and up; axe handles, \$1.15 and up; cross-cut saws (inferior) 25c a foot and up; better grades, 43c per foot and up; axe wedges, 25c a dozen and up; ball calks, \$4; heel calks, \$4.25.

Wire—The demand for fencing wire continues to develop from the northwest and good orders are going out. The market is unchanged, and we quote: Barb wire, car lots, mixed, \$2.45; small lots, \$2.50; plain twist, car lots, \$2.75; small, \$2.80. Galvanized wire, No. 1, \$2.25 in straight and mixed car lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30; straight and mixed car lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO.

February 4.—Spring booking is swinging along splendidly this week and the beginning of February sees a vast improvement over the opening of January. A number of hardwaremen are still in the throes of stocktaking. Lawn goods for summer are beginning to be shown, and while orders are slow and demand small quantities, jobbers state they are satisfied with the state of affairs.

Prices are unchanged though very firm. Drills have advanced in the U.S. over 5 per cent. The tendency of the market is towards higher prices as is shown by a glance over the hardware field during the past several months. Axes and hatchets; shovels and spades; bit stock drills; picks, and crowbars are some of the late advances.

Shelf hardware for sorting up are the goods going out immediately.

Spring Goods—Booking is decidedly better just now, and travelers report a good demand. Hardwaremen coming to the city to buy are eager with inquiries, and show an optimistic glance at the future, judging by their conversation. Maple syrup utensils and evaporators, etc., are good sellers this season. Wire fencing, poultry netting, screens and shovels, also are moving lines. Some inquiry for summer goods has been made and lawn mowers are much in evidence. Garden tools, too, are beginning to be shown.

Builders' Hardware—Stocktaking just completed by local hardwaremen handling extensive building supply lines shows that 1909 was an unprecedentedly good year for this one line. Stocks that were depleted are being replenished for the rush expected along with the spring months. As it is, there is sufficient business going locally to keep the staffs fully employed. Jobbers say they expect to do as well as, if not better, than last year with outside points. Some new goods are shown.

Household Goods—Cleaning articles are still to the fore, as are tinware and enamelware articles for kitchen use.

HARDWARE MARKETS

MONTREAL.

February 4.—The markets this week are without any pronounced features, except that the volume of business is steadily growing. Spring lines to the northwest are becoming very heavy while the booking for the east gives promise of an excellent spring opening. Travelers continue to report a most confident feeling existing, and a departure from that cautious way of looking at the consumptive prospects which affected trade so strongly in the early part of last year.

No important price changes are announced, and the market is very staple. This is helping business. Indications are that spring will open earlier this year, and merchants should send in their want list with as little delay as possible. It is the merchant with the goods who gets the first advantage.

Green wire cloth, screen doors and hinges, poultry netting, lawn goods, refrigerators, builders' hardware, miners' supplies and sap spouts and pails are in most prominent demand. It looks from the booking as if there would be another decided run on hose.

Spring Lines—Heavy delivery to the northwest continues, in mowers, hose, lawn sprinklers, refrigerators, capenters' tools, gardeners' tools, poultry netting and fencing wire. There is a good tone to trade, and a heavy consumptive call is expected. Money is circulating freely. The situation seems quieter in the

east, but booking in spring lines is improving. There is, however, a good call for general lines, and the shipping departments are busy. Prices generally are firm, and unchanged.

Builders' Hardware—The demand shows improvement, not only from the northwest, but the east as well. Merchants are sorting up liberally, and are buying a better grade of hardware. Lock sets, escutcheons, knobs, rosettes, and butts are prominent. We quote: Lock sets (inside), \$4 per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32½c to 33c.

Bolts and Nuts—The demand is very active for the time of the year, showing that stocks are on the light side. A good consumptive call is also reported. The market is firm, and we quote: Discounts on carriage bolts, ¾ and smaller, 66 2-3; machine bolts, ¾ and less, 6, 10 and 5; coach screws, 72½; stove bolts, 80 and 7½.

Miners' Supplies—Good orders are being received, the extra attention paid to the mining districts by the jobbers having effect. The market is firm and we quote: Miners' picks, 16½c a pound; prospectors' hammers, 16½c; pick handles, \$1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

Lumbermen's Supplies—Ball and heel calks continue to show the greatest de-

Bonspiel Greetings

A very cordial invitation to visit our show rooms at 92 Princess Street during the Bonspiel is extended

To our friends who for years have stood by us.

To the new friends who have been attached to us recently by bonds of mutual interest.

To those who will become our friends when they are familiar with our line of heaters and know the splendid proposition we are offering the trade of Western Canada.

Tell Sandy to meet you at 92 Princess Street, near the Granite Rink, where he will see the most modern heating appliances known on the market.

WALDON COMPANY

WHOLESALE MERCHANTS AND HEATING ENGINEERS

92 Princess Street,

WINNIPEG, MAN.

Sweepers and cleaners of all kinds—modest and elaborate—figure on a great proportion of the orders received.

Sporting Goods—The local trade report a good steady business in hockey articles, especially sticks and shinguards. Some skates, too, have gone well of late, though the business in that one line cannot be said to be exceedingly brisk. Spring sporting articles are moving slowly, but the houses here report that spring booking has been very fine, and even that inquiry has been made, regarding guns for next fall.

Heavy Goods—Pipe is yet the most prominent line. Wire nails are good, as are also bolts and nuts. Bars and rods and structural steel are quiet just at present, but manufacturers say they have plenty of orders on file for delivery at the beginning of the building season. Prices are firm and unchanged.

U.S. IRON MARKET.

Cleveland, O., February 3.—The Iron Trade Review says: Some lines of the iron and steel industry are showing a slight improvement over the past week. This applies not only to the manner in which consumers are specifying against contracts, but to new business, which, while comparatively light, is of sufficient volume to give the market a firmer tone. In most cases the trade generally is satisfied with the showing made during the first month of the year, no great expectations having been held out for the initial month. The volume of new business in plates during January compares favorably with that of either October, November or December of last year and there is a fair offering of new tonnage in sight for the next several months. The latest large tonnage sold went to coast shipbuilding interests. Large tonnage is involved in inquiries for sheet bars to cover requirements over the remainder of the year, but makers decline to make quotations so far ahead. Other semi-finished products are in demand and premiums for immediate delivery are still being offered. Owing to the continued activity shown in the sheet situation, both in new offerings and in mill orders entered, premiums are still being paid for prompt shipment. New bookings are noted in steel bars, and little, if any, shading of current quotations is in evidence. Railroads are showing a disposition to close up some of the contracts now pending for rails and equipment. the rail situation appears somewhat stronger and announcements of new tonnage are expected shortly. Some fairly large car orders are ready to be closed and a few contracts for new cars were placed during the week.

U.S. METAL MARKET.

New York, February 2.—The Iron Age says that the iron trade shows the working of cross currents. The mills continue to receive specifications in large volume, and though there is quietness in

some finished lines, consumption is at a rate that would be considered remarkable except by comparison with the unusual movement of four months ago. The pig iron market shows further weakness, due to the pressure of iron for delivery in the next few months, stocks having accumulated in some sections. Buyers seem to have put aside, for the time being, negotiations for iron for the second half of the year. The weakness in basic iron in the Central West is due to the existence of stocks, reported at 60,000 tons, owned by speculators. Such iron has been offered at \$16.50 and lower at Valley furnace for prompt shipment. Furnaces are asking \$17. In the foundry trade the recent buying was largely confined to malleable works. In the past week comparatively little has been done in any district.

CANADIAN SHEET STEEL CO. FAILS.

The Canadian Sheet Steel Corporation, Canada's single tinplate manufactory at Morrisburg, has assigned. The liabilities are said to be between \$450,000 and \$500,000. Lack of protection is given as the cause for the assignment, the company being unable to compete with Welsh and other foreign companies.

This industry was organized some years ago, having been bonused by Morrisburg and given special privileges by the Dominion Government as to importing machinery and coal free of duty. The company was then known as the Canadian Tin Plate Co., and Hon. Clifford Sifton was among those interested in the project. In spite of favorable auspices under which it operated, the competition of Welsh and other factories proved too much for the concern, which finally landed in the courts. A re-organization was effected about a year ago. Mr. Sifton and others dropping out, but several Toronto men remaining.

Last winter the reorganized company, known as the Canadian Sheet Steel Corporation, went to the Government with a request for protection. This was fought by the canners and also by disinterested parties, who pointed out that there was but one factory of this kind in Canada, whereas the amount of tin plate, galvanized iron, sheet steel, etc., used in the country is tremendous. So much opposition, indeed, was aroused by the request, that the company was deprived of some of its existing privileges which otherwise it might have continued to enjoy.

As the company has a fine plant and its assets are thought to be almost equal to its liabilities, a further reorganization is likely to be brought about. In the meantime, the plant continues in operation.

The Northern Foundry and Machine Co., Winnipeg, will erect a \$10,000 pipe foundry.

Hardware Trade Gossip

Quebec.

W. H. Thorne, of W. H. Thorne & Co., St. John, N.B., has been on a trip to Montreal.

A. Helleur, of Helleur Bros., Rimouski, Que., has been calling on the Montreal hardware trade.

Thomas Black, of the Porcupine Hardware Co., of Porcupine, Ont., was in Montreal this week purchasing supplies.

The largest rock crusher in the world has been erected by Messrs. Laurin & Leitch, Montreal, at their works at Outremont, Que.

A. W. Lamontagne has severed his connection with Warden-King, Montreal, and is now representing the Gurney-Massey Co., in the western part of Montreal and Quebec City.

J. R. Henderson, president of Brandram-Henderson, Montreal, has returned from Toronto. When in that city, he secured premises for the new warehouse Brandram-Henderson, are to establish there. These premises are located at 46 Colborne Street, consisting of four flats and the basement: with a total floor space of 10,000 square feet.

Greater interest has been added to the matches of the Montreal Wholesale Hardware Hockey League, by the fact that R. B. Coulson, manufacturers' agent of Montreal, has presented very handsome gold medals to the league to be awarded to the champion seven, though Mr. Coulson is well known as a lacrosse player of note, having played on the Toronto Lacrosse championship teams some 24 years back.

Ontario.

R. M. Stevens, Alexandria Bay, died at that place last week.

L. B. Taylor, of Wigle, Colin & Co., hardwaremen, Amherstburg, is dead.

G. Robinson, Weston, will open a tin-smith and plumbing business at Elora.

The hardware and tinsmith business of R. Tait, Arnprior, is advertised for sale.

J. D. Murdock, tinsmith and plumber, Welland, is advertising his business for sale.

G. H. Clark, Niagara Falls, has succeeded the firm of Clark & Crawford, at that place.

J. S. Weichel, Elmira, was a caller at the Toronto office of Hardware and Metal on Thursday.

Mrs. Wm. Dixon, hardware merchant, Spencedale, fell on Sunday night last and broke her right wrist.

J. D. Smith, Bayville, has been elected a member of the township council for the fourth successive year.

F. B. Cowan, manager of the Gananoque Bolt Works, which has been taken into the Canada Bolt Co. merger, will be the manager of the two Gananoque branches of the merged company.

ONLY ONE GENUINE

RUBEROID

(Pronounce it RUE-BER-OID)

ROOFING



Beware Imitations

No other article has been so
Persistently Imitated in Name and Looks.

Why?

Because it is the **STANDARD** of quality.
Because it has stood the **TEST OF TIME**.
Because its **EFFICIENCY** is known all over the world.
Because it is the **OLDEST** and **BEST**.

The "Ruberoid Man" will be at the Hardware Dealers' Convention at London, Ont., and will be pleased to see you.

Ruberoid is made in Canada exclusively by
THE STANDARD PAINT CO. OF CANADA, LIMITED

286 ST. JAMES STREET, - MONTREAL

DEALERS EVERYWHERE

Have you noticed the Ruberoid advertisements in the leading newspapers? They are selling Ruberoid Roofing for other dealers. Why not for you? Write for prices.

THE MAN WHO KNOWS

THE BEST FINISHES

ELASTICA
FLOOR FINISH

**THE ONE PERFECT
FLOOR FINISH**



INTERNATIONAL VARNISH CO. LIMITED

TORONTO, CAN.

WE MAKE:

**Architectural
Finishes,
Carriage
Varnishes,
Japans,
Enamels,
Wood Stains,
AND
LACQUERET**

MADE IN CANADA

BRANCH OF THE

Standard Varnish Works
TORONTO

New York

Chicago

London

Berlin

Brussels

Melbourne

Trade News from the Atlantic to the Pacific

St. John May Lose an Important Industry — Hardwareman Elected Mayor of New Liskeard—Hardware Association News From Vancouver—Building Trade Active at Victoria.

ST. JOHN.

February 2.—The indications for a big year in building never looked brighter, according to one of the local architects. Work is now going forward in the remodelling of a big brick block on Market Square for J. M. Robinson & Sons, bankers. Next month will see the commencement of extensive alterations in the Secord block, which has been purchased by F. W. Daniel & Co., dry goods merchants.

T. McAvity & Sons have under consideration the matter of removing their brass foundry from St. John to some western city. Thomas McAvity in discussing the proposal, said that a decision would be reached in a month or so. He said Port Arthur, Toronto and Hamilton were among the places to which the business could be moved to advantage. Most of the business done by the foundry and manufacturing branch of the firm is with the west. If one of the western cities is selected the plant here will be shut down and all the machinery and patterns transferred to the new site. The foundry employs a large number of hands, and is the mainstay of about 1,000 people.

Mayor Bullock has announced his intention of retiring at the end of his term in April. An effort was made to induce him to offer as alderman-at-large, but he has declined, saying that he should be allowed to retire after eight years service at the council board. Mayor Bullock is general manager of the Imperial Oil Co., and has given the city efficient service. W.E.H.

GALT.

February 2.—The sales staff of the Galt Art Metal Co., with heads of departments, held a convention on Friday last, and in the evening were guests of the company, at a theatre party and supper. A.W.

BRANTFORD.

February 2.—At the meeting of the shareholders of the Brantford Roofing Co., on Tuesday last, officers were elected as follows:—President, W. D. Schultz; Vice-president, Geo. Matthews; Treasurer, G. C. Schultz; Secretary and Manager, Fred Chalcraft. The output for the past year showed an increase of twenty-five per cent.

The Alabastine Co., Paris, report orders very brisk for this year, sixty carloads having already been ordered.

The Goold, Shapley & Muir Co. have let the contract for their new machine shop and erecting room, 180 x 132 feet.

R. H. Ballantyne, for nine years with W. Tiffer & Sons, plumbers and steam-fitters, has severed his connection, and will in future conduct a business in connection with R. G. Ballantyne, at 5 King St.

Welland Presbyterian church are intending to construct a new school room, to cost about \$8,000.

LONDON.

February 2.—It is announced that the Hobbs Manufacturing Co. will build a new factory in the spring, on their property on York and Ridout Sts. Their plant was partially destroyed by fire two years ago, and the addition will replace the burned structure, and generally increase the size of the plant. The new building is expected to cost in the 'neighborhood' of \$25,000, and the plans are now being prepared.

It is stated that Knox's 5, 10 and 15 cent store is to open a hardware department, an extension being made for the purpose.

Ex-Mayor Geo. Taylor, formerly in the hardware business in this city, has been elected to Mayor of New Liskeard.

London hardwaremen are very busy getting ready for next week's big convention, and some of them announce that they are going to bed about 8.30 each evening in the meantime, so as to be in good shape for the "doings."

Thomas Purdom, of the Purdom Hardware Co., spent several days in Toronto this week.

PORT ARTHUR.

February 2.—The Canadian Linen & Paper Co. have made an agreement with the City Council and Industrial Committee, whereby they will establish a factory here for making linen and paper from flax. The city is granting a 50-acre site free, with exemption from taxes. The plant will cost approximately \$50,000. The company will spend \$250,000 in 5 years and employ at least 150 men.

Construction work is being rushed on the Prince Arthur, the new six-storey C. N. R. hotel, to cost \$250,000.

The council has ordered operations for boring for natural gas to be proceeded with. C. S. Eaton, representing the International Lighting & Heating Co., states that natural gas would reduce the price by one half. H.B.S.

VICTORIA.

January 21.—Trade during the present month has kept up very well. There is at the present time quite a large

J. H. Ashdown, president of the J. H. Ashdown Hardware Co., Winnipeg, has secured options on two sites at Fort William.

H. Cove, of Christenson & Cove, hardware merchants, MacLennan, Ont., has been for the fourth year, chosen auditor for his township.

Lenahan & McIntosh, hardwaremen and furniture dealers, Durham, have dissolved partnership. Mr. Lenahan is now the sole proprietor.

S. L. Adolph, Listowel, has purchased the interests of Mr. Bonnett, and the firm of Adolph & Bonnett will be conducted in future by Mr. Adolph alone.

H. S. Howland, Sons & Co. have entered action against O. M. Hodson, hardwareman, 584 Bloor St. W., Toronto, to recover \$295.30, alleged due for goods sold and delivered.

Wm. Grose, the Ontario Lantern & Lamp Co.'s eastern representative, who is just back from a trip to the Maritime Provinces, reports trade as being excellent, with most optimistic hopes for business for the year 1910.

The Gurney Foundry Co. has purchased property at 740 and 742 Yonge St., Toronto, for \$30,000, on which they will erect a retail branch store and warehouse. The lot has a frontage of 32 feet on Yonge St., running back 286 feet to Balmuto St. When the new place is completed the present Gurney store on Yonge St., near Shuter, will be closed.

Western Canada.

Chas Herring has sold his hardware business at Granum, Alta., to D. D. Tannier.

Flanagan Bros., hardware merchants, Calgary, have started work upon their new store.

J. A. Hilts, has succeeded J. J. Fallis, Elbow, Sask., in the hardware and agricultural implement business.

A. McCameron, chief hardware appraiser at the Winnipeg customs house, has been transferred to Toronto.

P. F. McClary, has sold his business at Bowden, and purchased the business conducted at Edmonton, by Agar Bros.

Thos. Moffat & Co., hardwaremen and implement dealers at McTaggart, Sask., are opening a branch of their business at Forward, Sask.

Maritime.

The employees of R. Chestnut & Sons' hardware establishment, Fredericton, enjoyed an oyster supper one evening last week. The boys have been stock-taking and the firm in this way recognized their assistance.

Great Britain.

Thomas D. Challoner, of the Abbey Improved Chilled Shot Co., Newcastle-on-Tyne, England, known to many in the hardware trade in Canada, was the author of a pamphlet, "The Empire and its Commerce" which was widely circulated by tariff reformers in the recent British elections.

Red Brand

Window Glass

We Have It! *You Need It!*

The Toronto Plate Glass Importing Co. Ltd.

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED,
BENT, MIRROR AND ORNAMENTED GLASS

Works : Don Speedway, also Victoria Street - - Toronto

amount of building going on which has kept hardware men pretty busy.

At the last meeting of the city council, Ald. Humber moved that a sum of \$15,000 be spent on the instalation of three or more public conveniences in the business section of the city. The matter is to come up at the next meeting for final discussion.

The members of the Union Club have decided to erect new quarters. The new building will cost about \$80,000.

E. F. Geiger, the Douglas St. plumber, was an unsuccessful candidate for the office of city alderman.

That 1910 is to be a big year for building, there is no doubt. This month is already \$40,000 ahead of last January. The most important of these is the addition to the Empress Hotel, the sum involved being \$125,000.

A school by-law will shortly be voted upon to spend \$35,000, to build a new school and extend the Victoria West school. W.B.C.

VANCOUVER.

January 29.—At the regular meeting of the local retail hardware association on Tuesday evening last, several subjects of varying import were discussed. Among them was that of the price-cutting attendant upon keen competition in the line of builders' supplies. It is felt that that those hardware dealers who sell a good line of builders' hardware should maintain an even price with a fair profit. As it is, some of the stores have representatives out after business which is a very good idea, but to get it prices are often made to suit requirements and conditions. There is not such a heavy margin that much price cutting can be done, and it does not make the business very satisfactory. To help things along in this direction, builders themselves, or their representatives, call at the different stores for "figures," and after spending a day or so in this occupation, perhaps find that their is a variance of one dollar or two dollars as the case may be. He does not figure out that this hardly pays him for his time, still he counts it as so much gained. When a man takes the work, as many do, on a percentage contract, this is more of a direct gain. Some dealers refuse to give figures, and it is contended that this stand should be taken by all. If it were, a stop would be put to this canvassing at once.

There will be about half a million spent for civic improvements in Vancouver this year, among which is included extensive block paving and sidewalk laying. Tenders are shortly to be called for ten miles of cement walks.

W. Butt, the secretary of the B.C. Hardware Dealers' Association, has gone on a trip to Honolulu, which is becoming a favorite with Vancouver people. They leave here on the Australian boat, returning by the next, being away about a month, or they may return via San Francisco. The annual

meeting of the association will be held very soon after Mr. Butt returns, in about three or four weeks. The call has not yet been sent out by the president, W. C. Stearman.

The Vancouver Portland Cement Company has resumed operations at its plant at Tod Inlet, after being shut down for six weeks. Owing to the limited market in British Columbia for cement, this company has operated its plant at half capacity for several months, and has now stock for four months on hand. For the last two years, the plant has been operated for six months and seven and a half months respectively.

R. B. B.



J. WALTON PEART, ST. MARY'S,
An Active Worker in the Retail Hardware Association, Who Has Accepted a Position at Regina.

GOING TO REGINA.

St. Mary's, Feb. 3.—Will Peart, of Peart Bros., hardware merchants, Regina, is a visitor in town this week. "Will" is one of the successful young men of the west to whom the old Stone Town points to with pride.

Will's return at this season has involved the taking from St. Mary's of one of its most promising young men, Councillor J. Walton Peart. For some time the question has been under consideration by the several brothers, as the Regina firm, whose retail business has reached very large proportions, have been contemplating going into the wholesale trade on a larger scale than at present. A decision has been reached by which J. Walton Peart goes west about the first of April and enters the Regina firm. Until that date he will occupy his seat at the council board and be engaged in his various interests in St. Mary's as usual.

CALENDARS VS. NEWSPAPERS.

Boyle & Son, Napanee, have adopted a new plan for distributing calendars this year. In former years they have purchased a large supply of good house calendars and have distributed these to their customers. Last year there were a variety of pictures amongst the calendars circulated and considerable dissatisfaction resulted. This year he has purchased only a couple of dozen of large sized, expensive calendars and has selected a number of public places, such as hotels, public halls, etc., in which these will be hung.

Mr. Boyle's plan looks to Hardware and Metal to be an improvement on the old method of distributing calendars. We believe, however, that all money spent for calendars could be spent to far better advantage in increased space in the local newspapers. What has been the experience of other hardwaremen? The editor would appreciate a few letters on this subject.

LONDON CONVENTION NOTES.

"We are not sure whether we will be able to send a representative to the convention at London, but we can assure you of our hearty co-operation in the Retail Hardware and Stove Dealers' Association, and any assistance that we can be at any time will only afford us a pleasure."—T. G. Suggett, Jones Hardware Co., Uxbridge.

"We herein enclose our membership fee for the current year. The writer attended the Hamilton meeting last year and wouldn't miss this year's opportunity for a great deal."—J. W. Zavitz, Stonehouse, Munroe, Zavitz Co., Wallaceburg.

"Things seem to be looking up great for the convention, and I hope that the hardware merchants here in the east will not stand in their own light by not attending the London meeting."—W. W. Bennett, Gananoque.

"I have no doubt that by the way things are looking that the convention at London this year will be the best in the record of the association."—D. A. Macnab, Orillia.

"Will be in London on Tuesday morning with about six builders coming from Ottawa to the Builders' Exchange convention at London."—W. A. Rankin, Ottawa.

L. C. Harkness has been elected to represent the Winnipeg Retail Hardware Association and will be in attendance at the London convention as a fraternal delegate.

WOULD NOT BE WITHOUT IT.

Hardware and Metal, Toronto.—Please find enclosed \$2 to pay our subscription for 1910. We would not be without your paper at any price.

RODGER BROTHERS,
Southey, Sask., Jan. 11, 1910.

The Best Eavetrough and Conductor Pipe

IS MADE BY US

**BE SURE you get
OURS from your
... Jobber ...**

if you cannot, order direct
from us.

**Winnipeg Ceiling
& Roofing Co.**
WINNIPEG - MAN.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire
Insurance Agents.
15½ Toronto Street, Toronto 465 Temple Building, Montreal

TRY A

Condensed Ad.

IN

Hardware and Metal



THE RESULT

of more than two
years' hard work
and thought

SUCCESS

Now, Mr. Dealer, we want to
show you just how great a
success they are. Here is
our proposition: You put
one or two cans of

Stephens'
Wa-Ko-Ver
Stain

on your shelves. We will
see that customers call and
buy. Once bought, the goods
talk for themselves and be-
come friends of the family.
There is money in it for you.
Packages attractive. Goods
absolutely guaranteed. *Wa-
Ko-Ver* Stain is tough and
elastic, but easy to apply.
Put up in all sized tins and
in twelve lovely colors. Drop
us a line to-day. We ship
the same day as we receive
the order.

G. F. STEPHENS & CO.
Limited
WINNIPEG and CALGARY

In the Beginning

that's when

Pease Furnaces

Cost most. The best
iron and steel used in
proper quantities and
assembled by only expert
workmen backed by an ex-
perience of over thirty-five
years is worth money—
cost money.

In the End

that's when

Pease Furnaces

cost least, because
the life of a Pease
furnace is long—it gives
satisfaction all the time,
and means reduced repair
and fuel bills.

**You can add to your
list of pleased customers
with a Pease Agency.**

Write for Catalogue

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination
Heaters, Round and Sectional Boilers for
Hot Water or Steam, Registers, &c.

We maintain an engineering depart-
ment. Ask for our assistance when
you have an out-of-way heating
or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Feb. 4.—The opening of the spring goods season in addition to the long period of bright, mild weather has stimulated the trade greatly in all directions. Contractors, plumbers and painters are all busy considering the season of the year and a local wholesaler remarked to-day that there has been more work this year involving builders' supplies than any previous year he has known. Paints, glass and putty have had a continued sale, as have lock sets, hinges, sash cord, window and door fittings.

The enormous number of buildings that were erected last year and not completed has meant much to the trade during the winter season, when as a rule the output is very dull. The building prospect for next spring is very large and the demand for all spring goods is excellent. Nails are a large item at present and merchants are stocking well at present prices.

The demand for harvest and garden tools is strong just now, as is also the orders for wire and all agricultural specialties. Prices are all strong and some advances have been made. Bolts of all kinds are reported very firm and prices may go up soon. Sleigh shoe steel is up 15 cents, and holds strong at the \$2.65 figure. Sporting goods are showing very poorly as the between-season period is on just now. Travelers report good profits in baseball and football goods.

Winnipeg Quotations.

Wire—Barbed wire, 100 lbs., \$3.15; plain twist, \$3.40; staples, \$2.90; annealed wire, \$3.00 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Poultry Netting—57½ per cent.

Horseshoes—"M R M" and "Bell" iron. No. 0 to 1, \$4.50; No. 2 and larger, \$4.25; snowshoes, No. 0 to No. 1, \$4.75; No. 2 and larger, \$4.50; steel, No. 0 to 1, \$4.85; No. 2 and larger, \$4.60; feather-weight, \$6.

Horse Nails—"MRM" cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$2.30; 7, \$3.05; 8 \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb boxes.

Wire Nails—\$2.80 Winnipeg and \$2.35 Fort William.

Cut Nails—\$3 per keg base; pressed spikes, \$3.50 base, usual extras.

Screws—Flat head, iron, 80, 10, 1. and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Bolts—Carriage ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; ma-

chine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Rivets and Burrs—Iron rivets 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 31c; 10, 34c per lb.

Harvest Tools—50 and 5 p.c.

Axe Handles—Oval and octagon, a.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Blocks—Steel, 45; wood, 60 per cent.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Stove Pipes — 6-inch, \$8.69; 7-inch, \$9.31.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced 30; japanned ware 35.

Iron Washers.—Full box, 45 p.c.; smaller lots, 40 p.c.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Logging Chains—5-16, \$5.60; ¾, \$5.50; 7-16, \$4.80.

Enamelware.—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Grindstones.—Per 100 lbs., \$1.65.

Wringers.—Royal Canadian, \$35.00; new easy, \$39.00.

Crowbars.—4½c. per lb.

Steel Square.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—21c per lb.

Lanterns.—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Rope.—Sisal, 9½, pure manila, 11; British manila, 9½; lath yarn, 9½c.

Corrugated iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Bar Iron.—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Pig Lead.—\$5. Lead pipe, \$6.

Sheet Zinc.—Casks, \$7.75; broken lots, \$8.50.

Copper.—Planished copper, 33½c per lb.; tinned, 24c.

Iron Pipe—Black pipe, ¼ in., \$2.45; ⅜ in., \$2.85; ½ in., \$3.50; ¾ in., \$4.25; 1 in., \$6.10; 1¼ in., \$8.30; 1½ in., \$10; 2 in., \$13.30; 2½ in., \$21.75; 3 in., \$28.60; 4 in., \$40.75; 5 in., \$50; 6 in., \$65. Gal-

vanized: ¼ in., \$3.50; ⅜ in., \$3.85; ½ in., \$4.25; ¾ in., \$5.50; 1 in., \$7.90; 1¼ in., \$10; 1½ in., \$13.20; 2 in., \$17.60; 2½ in., \$29.

Fittings.—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Galvanized Iron—Appolo, 16 gauge, \$3.65; 18, \$3.70; 20, 3.75; 22 and 24, \$3.85; 26, \$4.05; 28, \$4.45; 30-gauge or 10½-oz., \$4.65; Queen's Head, 20, \$3.85, 24, \$4.05; 26, \$4.45; 28, \$4.65.

Tin Plates—I.C. charcoal, 20 x 28 full box, \$9; ½ box, \$4.75; IX. full box, \$11, ½ box, \$5.75; IXX., full box, \$13.50; ½ box, \$7.

Terne Plates—I.C. plates, \$8.50.

Canada Plates.—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40, full polish, 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline, 24c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; National Light, 25c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c; Acme Lamp, 30c; White Lily, 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils.—White Lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3.00; 100 pound drums, \$2.75; turpentine, bbl. lots, 90c per gal.; linseed oil, raw 90c; boiled, 3c per gal. advance on this price.

Ammunition.—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof, do., \$8; honker, in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins (50 lbs. bulk), per tin, \$26.50.

HARDWARE PATENTS.

The following is a list of Canadian Patents granted on Jan. 18, 1910, relating to Hardware and Metal, and furnished by Fetherstonhaugh & Co., Ottawa, 123221 W. T. Bennett, Grant's Pass, Oregon, pipe wrenches.

123237 H. J. Mitchell, Beloit, Wisconsin, fastening means for planer knives.

123242 W. D. Clerk, Chesley, Ont., kitchen utensils.

123253 J. C. Austin, New York, lock-ing nuts.

123255 H. Batchelor, Shoals, Ind., tool holders.

123256 J. R. Baylis, Lockport, N.Y., digging implements.

123274 L. Dragon, Duvernay, Alta., cross cut saws.

123292 E. Martin, Index, Wash., pulley blocks.

123293 T. Mason, Lockhart, N.S.W., detachable bucket handles for kerosene tins.

123298 R. Miller, Jr., Pittsburg, wrenches.

123300 J. R. Morris, Waterloo, Iowa, pipe wrenches.

123323 L. Schemnitz, New York, blast lamps.

Look
for
Our
Exhibit
at the
London
Convention

BEEMER'S ADJUSTABLE Door Knob SPINDLE

It will
Interest
You.

ELIAS A. W. BEEMER
Scotland, Ont.

About Thorough Grinding



SHERWIN-WILLIAMS PAINT, Prepared, is not only mixed with powerful machinery, but, after the pigment has become thoroughly impregnated with the oil, the paint mass is put through powerful grinding mills, which grind and crush it to extreme fineness, incorporating it into a smooth, even mixture of uniform density.

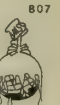
GRINDING is the process by which the ingredients which enter into the manufacture of paint are incorporated one with another. The covering and spreading capacity of paint is dependent upon the degree of fineness to which the pigment is ground.

In the Sherwin-Williams plants the powerful grinding and mixing machinery is all of our own design and made in our machine shops. Many of our appliances in our Dry Color works, Varnish factories, Oil mills and Japan and Drier works are of our own invention—producing results that cannot be obtained by any other means. These appliances and machines form one of the most valuable assets of our business, and are largely responsible for the quality that the consumer finds in our products.

The purchaser using these quality products will be a satisfied customer of yours and satisfied customers are a great asset in permanently building a retail business.



THE SHERWIN-WILLIAMS CO.
MAKERS OF PAINTS AND VARNISHES
CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE STREET, MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B.C.



"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



MAKE 1910 A RECORD YEAR

We can help you do this with the **Martin-Senour 100% Pure** Paint and Specialties

OUR SALESMEN WILL BE PLEASED TO TELL YOU ABOUT THE GUARANTEE
WITH EVERY GALLON OF OUR PAINT—IT'S A GREAT SELLING HELP.

The Winnipeg Paint and Glass Co., Limited

EDMONTON

WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Caledonia Iron Works may establish their plant at Quebec.

The Model Malleable Range Co., Chatham, will build a new plant.

The Dominion Chair Co., will rebuild their factory at Bass River, N.B.

The retail meat dealers of Edmonton will build an abattoir next summer in that city.

The Western Sheet Metal Works, Vancouver, will build a \$2,000 addition to their plant.

The Quaker Oats Co., Peterboro, will erect a large warehouse at an estimated cost of \$80,000.

Horn Bros., Lindsay, will erect a large addition to their woolen mills. Estimated cost \$15,000.

The St. Lawrence Car Works, Quebec, will erect a plant in that city with a capacity of 600 cars yearly.

The plans of the company which proposed to build a dry dock at the Soo have been approved by the Dominion Government.

The blast furnace department of the Londonderry Iron & Mining Co., Londonderry, N.S., will resume work in the near future.

The Bay Chaleur Lumber Co., Campbellton, N.B., are erecting a new mill at Mission Point, to replace the structure burned last season.

Additions will be built to the plants of the Otis-Fensom Co., the London Machine & Tool Co., and the Canadian Drawn Steel Co., all located at Hamilton.

General Building.

A syndicate will erect an apartment house at Ottawa, in the Sandy Hill district.

A store and apartment block, to cost approximately \$52,000, is to be erected shortly for A. E. McEvoy and E. W. McLean, at Vancouver.

A company known as the Masonic Temple Association of Windsor, with a capital of \$50,000, has been chartered by the Ontario Government to build a Masonic Temple at Windsor.

Work will be commenced in a month on the enlargement of the hotel at Vancouver. The plans provide for an hotel of six hundred rooms, making it larger than the Royal Alexandra in Winnipeg, and the finest of the C.P.R. system.

Railway Construction.

A company is being formed, so it is said, composed of the leading capitalists of Port Arthur, to construct and put into operation in that city by the middle of the year a full equipped Gyroscope Line.

Construction of the V. V. & E. railway from Abbotsford, B.C., to Hope, B.

C., a distance of approximately 50 miles, will be in full swing within the next month, just as soon as the contractor can get his outfits on the ground.

New Companies.

The Montreal Asbestos Co., Montreal; capital, \$500,000; to mine and smelt asbestos and minerals, etc. Incorporators, H. C. Organ, Q. E. Baxter, and L. Normandin, Montreal.

Pneumatic Scale Corporation, Toronto; capital, \$20,000; to manufacture, and deal in glue and glue products. Incorporators, J. S. Lavell, W. Bain and R. Cowans, Toronto.

Port Arthur Wagon Co., Port Arthur; capital, \$750,000; to manufacture conveyances, machines and implements. Incorporators, J. R. L. Starr, J. H. Spence and M. C. Cameron, Toronto.

Sawyer-Massey Co., Toronto; capital, \$7,000,000; to make steam, gasoline and oil engines, locomotives, agricultural machinery, wagons, etc. Incorporators, J. S. Lovell, Wm. Bain and Robt. Gowans, Toronto.

Dominion Corrugated Steel Pipe Co., St. Johns, Que.; capital, \$20,000; to manufacture corrugated steel pipes, culverts, metal sidings, etc. Incorporators, C. H. Richardson, St. Johns, and H. Proctor and Wm. Wakefield, Sandusky, Mich.

Prince Rupert Coal Fields, Ltd., Montreal; capital, \$5,000,000, to carry on colliery trade; to mine coal, and smelt and treat iron, steel, tin and other metals; and to refine oil and make powder, etc. Incorporators, M. Alexander, D. B. Smith and T. D. Fillan, Montreal.

Hillcrest Collieries, Ltd., Montreal; capital, \$3,000,000; to mine coal, coke, supply natural gas and oil, and to manufacture machinery, implements, etc., used in connection with mining, timber or lumber operations. Incorporators, J. M. Mackie, A. H. B. MacKenzie, C. Meredith, Montreal.

Superior Rolling Mills Co., Fort William; capital, \$500,000; to mine, mill, smelt and refine, gold, silver, copper, coal, iron and other minerals, to make wire nails, steel rails, iron bars, and refine oil, supply natural gas, etc. Incorporators, G. H. A. Montgomery, R. O. McMurry and F. G. Bush, Montreal.

BOOK REVIEWS.

Under the title "Business Methods in Hardware Store" W. H. Stepanek, of Cedar Rapids, Iowa, has published a volume of much interest to hardwaremen. Mr. Stepanek is a hardwareman himself and the bookkeeping and sales systems described in the work are those followed in his store. Starting out with the assertion that "the only way to

to learn to do things is to do them," the author shows how even the man with experience may learn from the ways and methods of others how he may improve his business and become more successful. "Book learning," says the author, "is like a fertilizer. It stimulates growth and advance when the live seed, practical experience, is instilled in the soil of work." The book is divided into two parts. The first deals with the general functions and work of the sales department and includes the various enteries made in the hardwareman's books, a number of illustrations being given. Samples of business transactions from day to day are given, and novel bookkeeping features are suggested. Part two is devoted to methods for selling goods on the instalment plan. The theories and plans of Mr. Stepanek are bright ones, and judging from the descriptive matter in this book, he is an enthusiastic hardwareman. A number of illustrations of interiors and window displays concludes a book well worth perusing by hardwaremen seeking to further his business. "Business Methods in a Hardware Store" is priced at \$1.50 and may be obtained from the Technical Book Dept., MacLean Pub. Co., 10 Front St. E., Toronto.

HARDWARE LETTER BOX

* Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Power Washing Machines.—The Hick Hardware Co., Lethbridge, ask for the names of makers of power washing machines.

Cummer-Dowswell Co., Hamilton; D. Maxwell & Sons, St. Marys; J. H. Connor & Co., Ottawa, and the Excello Co., Berlin, Ont.—Editor.

Store Cash Carriers.—J. R. Myers, Stratford, asks for the name of a manufacturer or jobber of cash carriers, suitable for a retail store.

The Gipe Carrier Co., 99 Ontario St., Toronto, make this class of goods.—Editor.

Webster Emery Grinders.—Tedford Bros., Alvinston, Ont., ask where the Webster emery grinder is made.

The Webster & Parks Tool Co., Springfield, Ohio, make an emery grinder which is probably the one referred to.—Editor.

Picton Stove Repairs.—William Hughes, Marmora, Ont., wants to know if the Picton Stove Co. is still in business, and if he can get repairs for their make of stoves.

Address D. J. Barker, Picton, Ont.—Editor.

BLUESTONE

FOR SPRING DELIVERY

Lowest prices for
the best quality.

A. C. LESLIE & CO.,
MONTREAL LIMITED

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL

Hammer the Hammer

or do anything else you wouldn't
dare to do to a near safe re-
volver and it won't shoot.

You must pull the
trigger to fire it

It's just as
sure of pro-
fit to you as
it is safe to
its owner.



IVER JOHNSON

SAFETY AUTOMATIC REVOLVERS

Our advertising corresponds in character and extent to the ex-
cellence of our goods. Iver Johnson goods are on no premium
lists and are sold only through the trade where possible.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.



Pacific Coast Branch: Phil B. Bekeart Co., San Francisco, Cal.
Makers of Iver Johnson Single Barrel Shotguns & Iver Johnson
Truss Bridge Bicycles.

Good Bars and Bolts

are indispensable to every hard-
wareman. You can be on the
safe side if you handle the
kind that is uniform and
flawless throughout.

London Iron

WRITE FOR PRICES

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Agents:

Baines &
Peckover,
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Bissett & Loucks,
Winnipeg, Manitoba.

**LONDON
ROLLING
MILL CO., LTD.**
LONDON, CAN.



Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter pertaining to the Tin Shop.

WHO CAN ANSWER THIS?

I have a galvanized iron cornice which is erected on a business building that is furnished with a tin roof, supplied with ventilators, but at this time of the year the cornice sweats on the inside, the water running to the laps and causing a drip to the sidewalk. Above and over this cornice is a tin roof which was put on when the building was erected, but the water did not drain back from the front of the cornice as it should, and to obviate this there was a galvanized roof put over this one with more fall to the back.

My idea was to put some vents in the cornice, but I would like to hear from brother tanners who may have had the same thing to contend with.

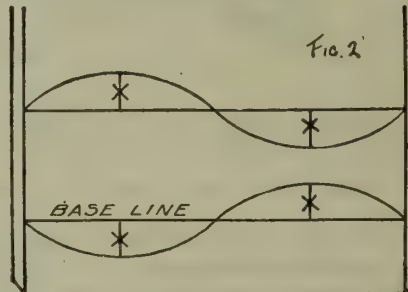
JOHN F. CARTWRIGHT.

PATTERNS FOR ELBOWS.

James Puffer, writing in the American Artizan, submits the accompanying patterns for elbows (shown in Figs. 1 and 2) which may interest brother tanners. He writes:

Multiply the number of pieces you want in the elbow by 2, then deduct 2,

In making pattern take a strip of tin that will equal one-quarter of the circumference, and divide into parts as



Patterns for Elbows.

shown in Fig. 1, Fig. 1 being pattern for a three-piece elbow. For a four-piece elbow divide into six parts, for five-piece into eight parts, and for six-piece into ten parts, striking a quarter-circle at

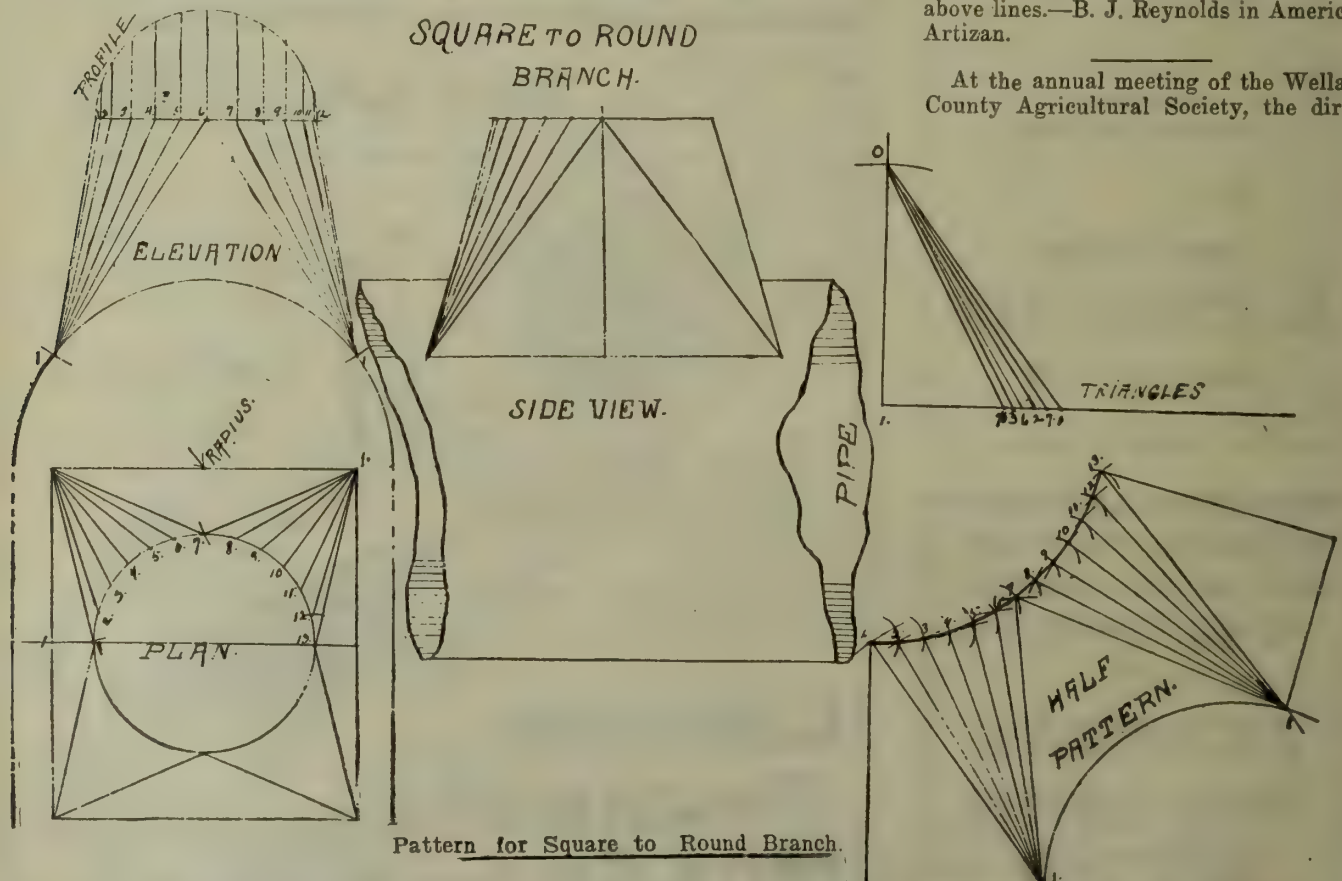
divide your pattern, obtaining the elevation; from quarter-circle marked A, B, C, in Fig 1 cut pattern on dotted line. You next lay out your sheet for the elbow; measure 3 or 4 inches for base line. This will depend on the size of the elbow. Then from base line measure three times the width of the pattern at quarter-circle. This gives you the second line. If you want the tops to come on the side of elbow, mark off same as shown in Fig. 2. The marks, "X" will meet at the heel and throat of elbow. If care is taken in laying out the pattern there will be no trimming.

SQUARE TO ROUND BRANCH.

To draw pattern for branch, first draw elevation, plan and side view. Divide half-circle of plan into twelve equal spaces. Connect lines from starting point, No. 1 in plan. The same method is applied to elevation. Draw all necessary lines to obtain profile, also half diameter of pipe. By placing dividers on plan, namely 1—1, slant heights are obtained, and 0—1 represents height desired, 1—2 from plan, and 1—3, 4, 5, 6, 7 are placed on the profile line. These numbers on profile line, 1, 2, 3, 4, 5, 6, 7, are taken from heights in elevation. When all heights are drawn, develop the pattern as illustrated.

Next draw hypotenuse, 1—1—1; then space 1—2 from profile, also 2—3, 3—4, 4—5, 5—6, etc. To obtain sweep of circle place dividers on radius and scribe from 1—1 on pattern, and continue on with the same method as applied in the above lines.—B. J. Reynolds in American Artizan.

At the annual meeting of the Welland County Agricultural Society, the direc-



Pattern for Square to Round Branch.

and you will thus obtain the number of parts into which to divide your pattern. one end and dividing it into as many equal parts as those into which you tors recommended new buildings to the value of \$13,000.

The Retail Paint Trade

THE SPRING STOCK.

How about the ordering of the new stock? Has every reader of these columns decided upon the amount of new stock that he will want to face the coming spring demand? If not, then there should be no delay. The inventory has told him all that he wants to know with regard to dead stock, and unprofitable lines, and an intelligent perception of the needs of the district for this spring should complete all that is wanted for the placing of a comprehensive order. Makers could guarantee delivery last year; it is doubtful whether they will be able to do so this time, when the spring rush is on, for it is expected to be a "rush" worthy of the name.

The merchant must not run the risk of experiencing any hold up in his spring consignment. He must have the goods in on time, or he will suffer a check at the outset that will probably be felt all the way through. The writer knows of a merchant last year, who from heedlessness failed to sort up in his first spring consignment on a couple or so of colors that he thought would 'nt be wanted. But as luck would have it a property owner, whom he had been soliciting all the previous fall, made up his mind to paint, and came in for some of the very color that the merchant had failed to order. Dissatisfied, the customer would not wait for the goods to be ordered, but went to a competitor, and the merchant feels assured that this acted against his paint demand all the season. The property owner talked, which is very fatal, especially in a confined area, and when the talker is a prominent individual.

When a man makes up his mind to paint he does not look for disappointment. He wants to get after the job at once, and therefore, he will not stand for a delay. The merchant should likewise be particular that no line should be advertised or displayed that are not in stock. To excite the admiration of a customer over a particular color, and then after the order has been given to find out that there is no such color in stock, is to condemn the store forever in the eyes of the would-be purchaser. Paint stocking to be successful requires much consideration. The merchant should go carefully into the subject, have his stock well assorted to suit the needs of the district and be very careful that no lines are shown that are not carried in the store.

But the great thing is to have the stock ready for the demand, and although the makers may be able to deliver promptly all the way along, no chances should be taken on that. The merchant does not need to wait until the last minute to order his stock. He knows now what he will need, or at any rate he should know. Procrastination



"the finish"
"that endures"

Floorglaze

Sells every day in the year, because the new additions to the regular M.L. Floorglaze Enamel Colors—the M.L. Floorglaze Lacs and Transparent—fit this line to get every dollar's worth of paint business in your neighbourhood—both for indoor use or out. The M.L. Floorglaze Lacs (10 of them—they wear like iron) match perfectly the grain and coloring of all the fine hardwoods used in furniture, floors, panellings and all building uses—while the M.L. Enamel colors (glass hard—brilliant—enduring) take care of every solid color requirement possible. A great money-making, kick-preventing line—you ought to know about it.

Samples, color cards and live proposition for live-wire dealers from our nearest agency:
Toronto, 6 Morse Street; Winnipeg, 108 Princess Street; Vancouver, 550 Beatty Street.

Costs you nothing to see what our new Floorglaze proposition is. A postal does it.

The Imperial Varnish & Color Co., Ltd.
TORONTO, ONT.

ALL KINDS AND SIZES

OF

FINISHING **WIRE** MOULDING
FLOORING **NAILS** BOX
ROOFING **NAILS** SASH PINS

Galvanized, Blued, Coated and
Barbed Nails

MADE BY

The Montreal Rolling Mills Co.
MONTREAL

does not help in any one direction. He will not be able to tell any the better what stock he will want, even if he waits

until the demand has broken in, than he knows now, so why wait. Be in time, and make things secure.

PAINT AND OIL MARKETS

MONTREAL.

February 4.—Spring orders are coming in very well. There is an absence of that extreme caution which was exhibited last February, and with the fact that stocks are admittedly on the light side, and much confidence existing as to the future, good buying is expected from now on. All staple lines show improvement, while ready mixed paints look as if they were starting to make a great record.

No changes in prices are reported although linseed oil seems to be somewhat unsteady. Turpentine is firm at the same figure, while ground white lead looks to be in for a period of more settled prices.

Turpentine—The market is firm and unchanged. Buying is good without showing speculation. Supplies are in fair shape, and we continue to quote 80c for single barrels.

Linseed Oil—Heavy shipments of oil from Europe to America somewhat checked the home market, and prices have not been quite so stiff. Buying has been good although not of a speculative character. Supplies are in fair shape and we continue to quote 84c for raw and 87c for boiled ex-Montreal.

Ground White Lead—The market is firmer than it was, and grinders are now more in line with each other. Buying continues to show improvement, and good trade seems opening up. The advance in pig lead naturally tends to make quotations higher. No marked changes have occurred, however, and we quote: \$5.50 to \$6, according to brand, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal. These prices are for large lots. Small requirements would mean 25c per 100 pounds extra.

Red Lead—If anything the demand has improved, some good orders coming in from outside points. Quotations are firm, and unchanged: Genuine red lead in casks, \$4.75; in 100-lb. kegs, \$5.25; less quantities at \$6.25 per 100-lbs.; No. 1 red lead, casks, \$4.25, kegs, \$4.75, and smaller quantities, \$5.75.

Varnishes and Japans—There is a good tone to varnishes and japans. The larger industries are commencing to buy well for spring, while handy-sized tins are selling out in good volume to the hardware trade. Makers anticipate a good season. Shellacs are unchanged in price, under fair demand.

White Zinc—The demand shows improvement this week, and fair inquiry has opened up. The market is firm and unchanged. We quote: Dry V.M. Red Seal, 7½; Red Seal 7c; French V.M.,

6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

TORONTO.

February 4.—Paint trading is fairly good just now. There is another slight improvement over the previous week, and January results show a decidedly better volume of business than did the same month a year ago. February is opening up well, though as yet it cannot be said that trading is brisk.

Turpentine and linseed oil are yet the most prominent lines in interest, though actual business in these goods is slow. Varnishes, enamels, etc., are opening up, though it is yet rather early to speak of what the volume of these goods moving will be.

Paris green prices are yet held back. Inquiries are frequent. It is expected that generally higher figures will rule. Booking for spring delivery has been very satisfactory; all the orders being placed without quotations. Prices generally remain unchanged.

For rosins the market is still on the advance, all grades being about 10 to 15 cents per barrel higher than they were a week ago at southern ports. Private correspondence from Savannah says that the receipts of rosin thus far up to date, show 202,000 barrels less this year than for a year ago, and there are 28,000 barrels less of rosin on hand than a year ago.

Turpentine—In regard to turpentine correspondence from Jacksonville says speculators in turpentine are offering to contract for equal quantities of turpentine delivered each month from May to August at within 7 cents of the present price, so that they are anticipating firm prices all of next summer. At the present time there is very little doing as trade seems quiet, but the stocks are being steadily reduced at Savannah and Jacksonville. A letter from Jacksonville states that the quantity of turpentine on hand last week was reduced by about 3,000 barrels, and with two months yet before the new stock comes forward it looks as if present prices will be fully maintained with possibly an advance. Local prices are unchanged. The quotation is given at 87 cents for single barrels, but 86 is nearer the general figure, and 83 and as low as 81 have been quoted this week. The situation is very unsettled.

Linseed Oil—In linseed oil there is no change locally. The price for flaxseed in Chicago and the price for linseed oil anywhere in the United States is of such a character as to prevent com-

PAINT POINTERS

It never pays a man to put poor paint on his buildings—and it never pays a dealer to put poor paint on his shelves. If it stays there (as it is liable to do) it is a loss in cash. If it goes to his customers, it's a loss to his reputation.

BRANDRAM-HENDERSON,
LIMITED

"ENGLISH"
PAINT

is the **only paint** sold in Canada in which Brandram's B. B. Genuine White Lead is used. This lead—the world's standard—has been made for more than a century by the original BRANDRAM process. This process thoroughly frees the lead from Acid, so prevalent in poor White Leads, and so ruinous to Linseed Oil and the life of ready-mixed paints.

B. B. Genuine White Lead, combined with the finest Zinc White and other ingredients, protects the Linseed Oil from overdrying and decay, and from exposure to excessive moisture which would make it porous and spongy.

"ENGLISH" House Paint has thus a decided advantage in durability and protecting power—an advantage which you share with your customers if you sell "ENGLISH" House Paints.

Write for prices and selling plans.

BRANDRAM-HENDERSON,
LIMITED

Montreal
St. John

Hallifax
Toronto
Winnipeg

The Paint the Painter Prefers

In selecting a line of paints to build up a big business on, Mr. Dealer, you will make no mistake when you get the paints the practical painter prefers. He knows good paint—and his endorsement will send many a customer to your store. Customers that it pays to have, because they come back over and over, and every one ready to speak a good word for your goods when he gets a chance. No paint pleases the practical painter like

MARTIN-SENOUR PAINT 100 % PURE

He likes it because every job he uses it on stands as a silent advertisement of his own workmanship and honesty. There's only one objection he might find with it — **it lasts so long.** But the honorable man—the man who values his honor—recommends it for that very reason. **So can you.** If you're in business for next year, and the year after the same, you'll get the agency for this paint as quick as you can. Write today and we will make the time mighty short before you have it if you mean business.

*This Sign on the Door
Brings Buyers to Your
Store*



Montreal THE MARTIN-SENOUR CO., Limited Chicago

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax

MOORE'S HOUSE COLORS

Don't Look for Trouble!

The average hardwareman has plenty of trouble with some of his lines without looking for more!

Set yourself right as regards your paints by stocking

Moore's House Colors

They are pure Linseed Oil Paint of moderate price and are durable, reliable, uniform and brilliant. Get our color card and prices.

Benjamin Moore & Company, Limited

WEST TORONTO

New York

Chicago

Cleveland

petition form that quarter. There has been a slight decline within the last few days in the price quoted for linseed oil in Great Britain, but there is no indication of a likelihood of English oil coming to this market at present. The prices are still at 84c for raw, and 87c for boiled oil in single barrels. Trading is quiet.

White Lead—All white leads in oil are very firm. While there is no immediate talk of advancing prices, it may be that by springtime higher figures will rule. The range of quotations run from \$5.75 to \$6.40. Trading is satisfactory.

Red Lead—Like white lead, this line of paint goods is decidedly firm. Genuine in casks is \$4.50 and in kegs, \$5; No. 1 is \$4 and \$4.50 in casks and kegs respectively.

Glass and Putty—Glass stocks remain low. Prices are steadily firm, though there is no prospect of higher prices immediately.

Petroleum—Still steadily active business is being transacted at old market prices.

THE DEALERS' OPPORTUNITY.

Writing in the American Paint and Oil Dealer, on the mixed paint opportunity of to-day, V. W. Hartman says:

As the house-painting season approaches, I am wondering how many dealers are getting ready to go after paint business right.

This preliminary preparation, this getting ready, is something every paint dealer should give "prayerful" consideration to before the season opens.

Every important battle ever fought in any war was won long before it was actually fought. Fact. The victorious leader was the one who was ready. His preliminary work was done, done thoroughly and well. The battle, when fought, merely carried out the plans made long before. And, Mr. Paint Dealer, so it is with your paint business. It is won or lost, just as you have made ready in advance.

Hindsight may be better and more accurate than foresight, but it never gets anything worth while.

Don't be a Micawber.

Yesterday never comes back.

To-day should be used in carrying out plans made yesterday.

To-morrow should have its work laid out, arranged for long before.

Nineteen-nine was a remarkably good year for the progressive paint dealer. Events having a most significant bearing on the future of the prepared paint business have occurred.

To begin with, in a series of practical tests made at Atlantic City, N. J., and Pittsburg, Pa., scientifically prepared mixed paint has demonstrated its vast superiority over strictly pure white lead in oil paint. The tests made there successfully controvert for all time the fallacious claims and specious arguments made by exponents of strictly pure

white lead in oil. The "holier than thou" edifice of white lead in oil, with foundations resting upon sand, has crumbled.

Scientifically prepared mixed paint has finally and conclusively demonstrated its superiority. Here is a brief summary of the results of these tests: "The general conclusion is that two or more of the prime white pigments, when ground together, make a paint far superior to that manufactured from one pigment alone."

Next in importance to the retail paint dealer is the opportunity afforded this year (1910) to put prices on the level they should have occupied for several years past. Conditions have arisen necessitating sharp advances in prices by manufacturers. These conditions were wholly beyond their control. In common with all industries the trend of cost in the production of paints and kindred lines has been up, up, up, for a number of years past. Prior to 1910 the paint manufacturers have borne the major portion of the increase, hoping for a change in conditions that would decrease the cost. But it has increased, contrary to their hopes, and the advances made to the retail dealer had to come. Even now, at the advance made, the difference between 1909 and 1910 prices do not begin to cover the actual increase in cost to the manufacturer.

With these facts to guide you, don't you see your opportunity? Two-dollar paint, or at least \$1.90 paint, should prevail this year. At either \$2 or \$1.90 mixed paint is cheaper for your customers than white lead and linseed oil at present prices. That it is infinitely better goes without saying. The proof for that is yours for the asking, if not possessed by you already.

Collect this ammunition now. Array it in a solid phalanx, ready for use when the paint campaign opens. You won't have time then.

RECENT TARIFF DECISIONS.

The following are recent tariff decisions on hardware or kindred lines decided by the Board of Customs at Ottawa: Curved iron and steel railway bars or rails, \$7 per ton; wire draw plates, per sample, 27½ p.c.; Keene's cement and Caen stone cement, 20 p.c.; safety vacuum bronzing machine, 27½ p.c.; gun barrels, in single tubes, forged, rough bored, admitted free under order in council of Nov. 1, 1909, does not apply to any article to be manufactured into a rifle; bicycle chain of steel, not detachable linked, 30 p.c. Chain is not admitted free of duty unless being malleable sprocket chain or detachable link belting chain. All these decisions came into force on Feb. 1.

Sanderson Pearey & Co., Toronto, have been appointed distributors for Ontario of Berry-Bros.' (Detroit and Walkerville) varnishes and paint lines.



WE CORDIALLY
INVITE THE
HARDWARE
FRATERNITY

AND THEIR FRIENDS
VISITING THE AN-
NUAL CONVENTION
OF THE RETAIL HARD-
WARE ASSOCIATION
IN LONDON TO MAKE
THEMSELVES KNOWN
TO OUR REPRESENTA-
TIVES. MR. ROBERT
BREMNER, MR. HEN-
RY CLUCAS AND MR.
C. E. ELLIS, WILL BE
FOUND AT THE
FRONT ENTRANCE OF
THE HALL, PARLOR
NUMBER 10. IF YOU
HAVE ANY "KNOTTY
QUESTIONS IN YOUR
BOX" SUBMIT THEM
TO THE ABOVE SALES-
MEN, AND RECEIVE
FULL INFORMATION
REGARDING PAINTS,
COLORS, VARNISHES,
ENAMELS, STAINS.

**THE
CANADA
PAINT CO'Y
LIMITED.**

Is This Yours?



This is the painter's question and the paint user's question when he is looking for paint. What he really wants is paint. A glorified can and label won't do. These are fleeting. They pass away too quickly. It is the paint only that remains---or should remain.

Therefore, why not examine the quality you find in

RAMSAY'S PAINTS

and let it answer all the questions put to you. It is quality-quality always that remains. With Ramsay's Paints you can talk quality, and quality brings business.

Will you join us this year in the business-getting proposition we make you?

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842

GLASS IMPORTERS

KEEP WIDE AWAKE!

Your nearest competitor is very much alive to the chances of getting your trade away from you, but you will have a powerful lever to move business to your store and to keep it there if you carry

New Era Paint

This paint keeps its color better, lasts longer and covers a greater surface than many higher priced paints. It is pure and moderately priced. Get our prices.

Standard Paint and Varnish Works Co.

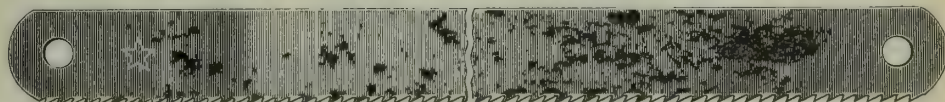
WINDSOR, ONTARIO

LIMITED

We Have Cut the Price in Two!

Is there **NOW** any other article so cheap as

STAR HACK SAWS



at this new list of prices, viz.:

\$3.50	3.75	4.00	4.50	5.00	5.50	6.00	per gross ??
6	7	8	9	10	11	12	Inch

At this new list we will furnish the *best* Blades that have ever been made. *Now* is the time to buy.

**MILLERS FALLS COMPANY, 28 WARREN STREET,
NEW YORK, N.Y.**



THE "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Ask US to quote you for

PAINTS (READY MIXED)
(AND IN PASTE)
DRY COLOURS
DISTEMPERS, VARNISHES, Etc.

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience; and know that we can compete

**HOYLE
ROBSON
BARNETT & CO.,
LIMITED**

HEAD OFFICES:

**35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND**

CONTRACTORS TO

H. M. ADMIRALTY and WAR OFFICE

To save time, please send samples to match and fullest particulars.

BERLIN, ONT.,
Jan. 12, 1910

HARDWARE AND METAL,
Toronto

Dear Sirs,—Drop out the part referring to wood furnace, as your advertisement has already sold this for us, but continue the item referring to Cornice Brake.

Yours truly,

THE P. HYMMEN & CO., LTD.

Somewhere—

just around the corner or half way across the continent is a man who is looking for just such a proposition as you have to offer.

You can get in touch with this man by inserting a "want ad." in Hardware and Metal.

Reaches each week
Hardware Dealers
Clerks
Travellers and
Manufacturers
throughout the
Dominion.

PARKHILL, ONT.,
JAN. 31st, 1910

HARDWARE AND METAL,
Toronto, Ont.

Gentlemen,—Kindly find enclosed P.O. Order to cover insertion of advertisement in your paper. Tools were sold three days following the first insertion and we are still receiving inquiries from all over Canada.

Yours very truly,
THE STEELE HARDWARE STORE.
Per G. F. Steele.



Don't Be Held Up By a "Purity" Guarantee on Paint

You can give your customers a paint absolutely, definitely guaranteed for five years—Sterling Paint. Not only will Sterling Paint give your customers satisfaction in every particular, but will also yield you a larger profit than any other paint—over 45%. Moreover, our advertising plan practically sells the paint for you.

**Call on us at Booth 12, London Convention,
and get details of the "Sterling" Proposition.**

Canadian Oil Companies, Limited, (Paint Department) Toronto
Distributing Depots at all points in Canada.

THE DOUGALL VARNISH CO.

LIMITED
SUCCESSORS TO
McCASKILL DOUGALL & CO.



MANUFACTURERS OF
HIGH GRADE VARNISHES

ALSO
CANADIAN MAKERS OF THE
MURPHY VARNISH COMPANY'S
VARNISHES

MONTREAL

CANADA

BUSINESS BRINGERS FOR 1910

Were your profits for 1909 as large as they should have been, Mr. Dealer? Did you have the first stock of some goods on the shelf, gathering dust nearly the whole year? Take on a line of

Star Expansion Bolts

Get your clerks to count the inquiries coming in for them, and the sales of the Star and of other lines which results.

The STAR is truly a drawing card for your trade.

Write for catalogue 36
and samples TO-DAY.

Star Expansion Bolt Co.

Catalogue Department 36 149 Cedar Street
NEW YORK, N.Y.

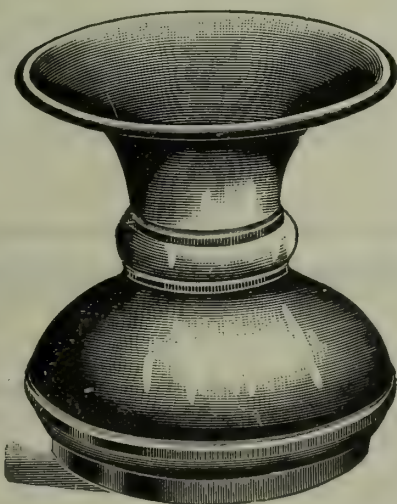


What Do You Think of This?

Here is a sample
of our extra heavy
self-righting pol-
ished (brass or nic-
kel plated)

Cuspidor

The height is 9 ³/₈ inches and the diam-
eter 8 ⁷/₈ inches. This
is only one of our
representative and
reliable range.



Write for our Catalogue

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:

H. F. McINTOSH & CO., 28 Toronto St., Toronto

WILL IT PAY?

This is the first ques-
tion that is asked by
any merchant when
considering the pur-
chase of modern store
fixtures. The funda-
mental question is one
of

Economy

A device is econo-
mical if

It adds cleanliness,
It is a convenience,
It makes labor lighter,
It makes labor more efficient.
It reduces the labor item,

It saves time,
It adds safety,
It adds neatness,
It helps the appearance

It Saves Money

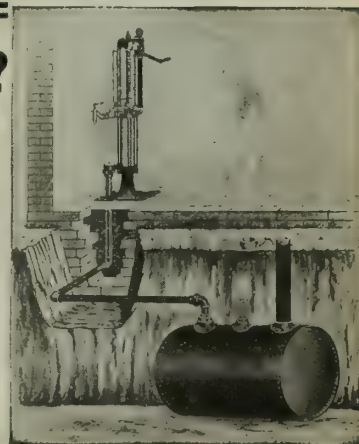
Considered from these standpoints the

BOWSER Self-Measuring
Oil Storage System is the
Greatest Economy.

The question is not "Can I afford it?" because it will pay for itself with money that was before wasted. It's simply up to you to investigate. The merchant who tries to see how much he can really get by adopting modern methods is the one who pulls the largest trade.

Write for Bulletin 15

S. F. Bowser & Co., Limited
TORONTO, ONTARIO



DON'T

be misled by imagining Structural Steel is too big a thing for you to handle. Get after this splendidly-paying trade. You already know the builders and users of Steel in your district; find out their requirements and let us know. We will do the rest—quote you prices, protect you, and assist you all we can. It's worth your while.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

Write for prices

EVERYTHING IN WELDED CHAIN.

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



BABBITT METAL

The "KING" Babbitt is known all over the Dominion.

It is a High Grade General Purpose Metal, suitable for Heavy Pressure and Medium Speed, or Medium Pressure and High Speed.

It has strength and tenacity, and will not crack or beat out under pressure.

The steady increase in sales of "KING" Babbitt is an excellent testimony in its favor.

This is a Copperized Metal.

The James Robertson Company, Limited

Montreal

Toronto

St. John

Winnipeg

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

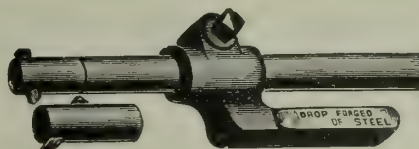
COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



ARMSTRONG TOOL HOLDERS

THE WORLD'S STANDARD LATHE AND PLANER TOOLS



Planer Tool

NOTE extra large tool steel set screw and REINFORCED support under the cutter.

THEY GIVE INCREASED CAPACITY AND LASTING QUALITY.

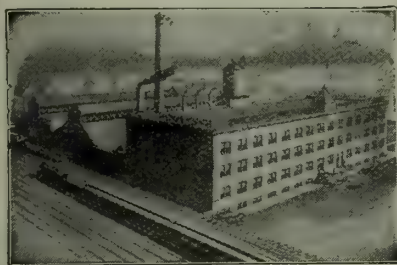
First Cost of Forged Tools is 60% Higher than Armstrong Tool Holders.



This is our new IMPROVED PACKER RATCHET DRILL

We make the most complete and best line of Ratchets on the market.

Write for special circular and prices.



Do you want our new catalog?
It's a Tool Holder Encyclopedia.

Armstrong Bros. Tool Co.

"THE TOOL HOLDER PEOPLE"

106 N. Francisco Avenue, CHICAGO, U.S.A.



*Our 1910 Catalogue is ready for distribution.
It lists our complete line of Clothes Wringers,
Churns, Washing Machines, Clothes Dryers,
Egg Crates, etc., and is worthy of a place in
your office. If you have not received one
write to-day.*

Cummer-Dowswell, Ltd., Hamilton, Ont.

Succeeding

The Dowswell Manufacturing Co.

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Eastern Agent.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

AGENCIES WANTED

AN ESTABLISHED MANUFACTURERS' AGENT desires to get in touch with progressive firms wishing Montreal and district representation. A good connection with wholesale hardware and plumbers. Address Agent, **HARDWARE AND METAL**, Montreal. (6)

EXPERIENCED SALESMAN wishes to represent good house in West. Excellent credentials. Box 949, **HARDWARE AND METAL**, Toronto. (7)

MANUFACTURERS' AGENT, handling wood alcohol, shellac, glue, etc., selling to Canadian paint, oil and hardware trade in Ontario, is anxious to secure agency for firms in allied lines who wish to be represented in Ontario. F. S. Jarvis & Co., 18 Toronto St., Toronto. (8)

AGENTS WANTED

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

ARTICLES FOR SALE

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

TINNERS' TOOLS—A snap on a set of practically new tools. In use short time. The Steele Hardware Store, Parkhill, Ont. (tf)

\$50.00 WILL BUY A 6 FT. CAST IRON CORNICE BRAKE, Moore make, in good condition. The P. Hymmen Co., Ltd., Berlin, Ont. (2tf)

BUSINESS CHANCES

STOVES, PLUMBING AND TINSMITHING Business must be sold at once. Easy terms. J. D. Murdock, Welland.

YOUNG MAN, 21 years, with four years' business experience, wants experienced partner to go into the jobbing business. Would invest in and look after office end of business. Box 951, **HARDWARE AND METAL**, Toronto. (8)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

ATTRACTIVE TINSHOP BUSINESS in the heart of the fruit district, Niagara Peninsula, is for sale. Stock, \$400; tinner's tools and machines, \$150; real estate, including shop, comfortable residence, half acre of ground, large barn, stable and nice garden, \$2,500. The mortgage for \$1,700 at 6% can be taken over, requiring net outlay for real estate \$800. Good furnace and stove business available. An excellent opportunity for practical man who wants a comfortable home and good business. Apply in writing to The McClary Manufacturing Co., Hamilton, Ont. (6)

BUSINESS FOR SALE—Splendid location in Ontario town. Good farming district. Nearest towns about twenty miles. Established quarter century. Good reasons for selling. Turnover about twenty-five thousand. Owner will be at London convention. If interested, write at once to Box 952, **HARDWARE AND METAL**, Toronto. (6)

FOR SALE AT A BARGAIN—Nice clean, bright hardware stock, with tinsmith shop. New store; good stand; every convenience; fine country. Good business can be done. Apply quickly. A. Malcolmson, Assiniboia, Moorefield, Ont. (6)

GENERAL HARDWARE, STOVE AND BICYCLE business in a good Ontario village. Two railways. Stock about \$4,500. Partner having died reason for selling. Will sell at a rate on the dollar. Apply to Box 938, **HARDWARE AND METAL**, Toronto. (6)

HARDWARE, TINWARE AND FURNITURE business for sale. Stock and fixtures about \$5,500. Doing a good business. Good reasons for selling. Apply Box 953, **HARDWARE AND METAL**, Toronto. (8)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

BUSINESS MEN, Professional men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

COUNTER Check Books—especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J," which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto.

ERRORS AVOIDED, LABOR SAVED Using the Shouperior Autographic Register. Three copies issued at one writing. 1st. Invoice; 2nd. Delivery Ticket; 3rd. Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET 1910 Canadian Almanac. Information on customs tariff, bank stocks, foreign exchange, post offices, insurance, assurance, patents, weights, measures, newspapers, magazines, succession duties. Paper cover, 50c; cloth, 75c. All dealers or postpaid on receipt of price. Copp, Clark Co., Ltd., Dept. C., 68 Front St. West, Toronto.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. Fresh air introduced under window sash gradually diffused throughout room. Foul air in room expelled through special outlets. Use in store, office and home. Free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us today. Sterling Electric Supply Co., Ltd., 309 Yonge St., Toronto, Ont. (tf)

MISCELLANEOUS

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

USE THE BEST CARBON PAPER—"Klear Kopy" Carbon gives clear, unsmudged copies of letters and documents. Has been selected by leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog type. All dealers. Write for samples. Peerless Carbon and Ribbon Co., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WE ARE OFFERING A FEW SPECIAL BARGAINS in Remington and Smith Premier Typewriters. These are real bargains. The Monarch Typewriter Co., Ltd., 98 King Street West, Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our Safes you can rest at ease; no fire too hot for them to withstand. Vaults and Safes to meet every possible requirement. Write for catalogue "S." Goldie & McCulloch Co., Ltd., Galt, Ont.

\$75 **BUYS BEST DUPLICATING MACHINE.** ACME prints anything a job printer can. Complete outfit: Acme Machine, stand with type cases, drawer for accessories, 20 lb. typewriter type, chase, Acme ribbon to match typewriter, pair tweezers, quoins, key, set of registers. Guaranteed. Acme Duplicator Co., Baltimore, Md., U.S.A. (tf)

SITUATIONS VACANT

WANTED—Tinsmith for good Manitoba town. Tinsmithing and furnace work. Highest wages to competent man. Apply to The James Stewart Mfg. Co., Limited, Woodstock, Ont. (6)

WANTED, good combination Plumber and Tinsmith, steady work and good wages for a hustler. W. C. Stearman, Vancouver, B.C.

SITUATIONS WANTED

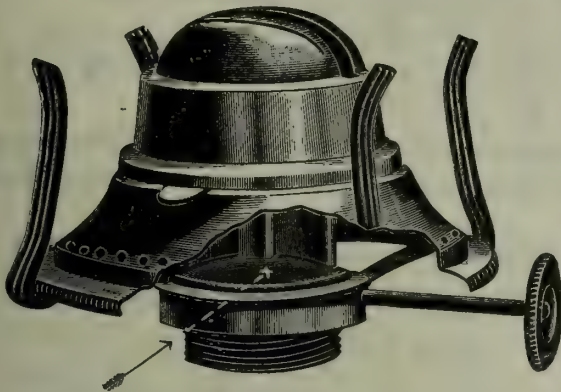
HARDWARE SALESMAN, 11 years' experience, 7 years in West, open for engagement. All references. Box 950, **HARDWARE AND METAL**, Toronto. (6)

SITUATION WANTED—As hardware salesman, 8 years' retail and road experience. Would prefer city job. All references. Box 936, **HARDWARE AND METAL**, Toronto. (5)

TRAVELER, experienced, open for engagement March. Maritime Provinces preferred. Box 948, **HARDWARE AND METAL**, Toronto. (7)



Banner Burners



ABSOLUTE PROTECTION FROM FIRE.
No Dust, Charred Wick, or Dead Insects can collect.

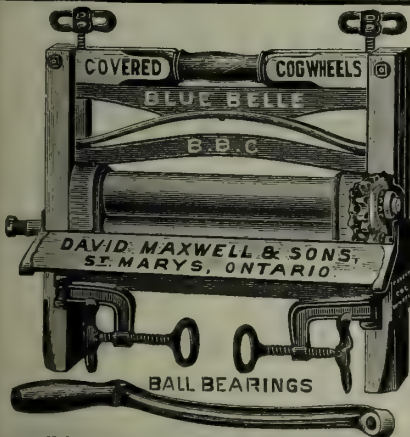
A DEALER handling

"Banner," "Canada"
and **"Hicone" Burners**

can have NO DEAD STOCK!
It may be possible to sell other goods, but why not satisfy your customers?

For Sale Everywhere.

Ontario Lantern & Lamp Co., Limited
Hamilton **Ontario**



THE BEST WRINGER

we have turned out yet is our new "Blue Belle" and we have no hesitation in saying that it is the best wringer sold in Canada.

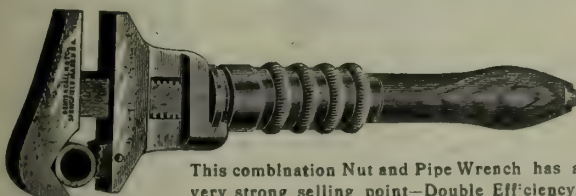
Maxwell's "Blue Belle"

has ball bearings, covered cog-wheels and swivel tub attachment. The rolls, which are the life of any wringer, are of solid rubber and are guaranteed for five years.

You are safe in recommending the "Blue Belle."

DAVID MAXWELL & SONS **St. Marys, Ont.**

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic; it saves him time and trouble. You can sell a lot of these wrenches—Make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
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Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	\$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

MANUFACTURERS OF
★ **STAR BRAND** ★

Iron and Steel
BLOCKS for
Wire or Manila
Rope.
Heavy Wood
BLOCKS for all
kinds of work:
special

Star Chain
HOISTS.
Sewer PUMPS.
On sale by all
leading dealers.
Send for
Catalogue H.M.

Blocks **Chain Hoists**

DIAPHRAGM PUMPS

Boston and Lockport Block Co.
116 Condor Street, East Boston, Mass.

STEP LADDERS
4 TO 12 FEET

Clear Norway Pine legs, hardwood steps,
malleable iron clamp so that top step
cannot come off. No strings or braces
required. Also

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS

**OTTERVILLE MANUFACTURING
COMPANY, LIMITED**
OTTERVILLE - - - ONT.

**Lion
Brand** **Purity
Strength**

BABBITS FOR ALL MACHINERY PURPOSES

LION METAL STANDS UP UNDER HIGH SPEED AND PRESSURE
A Babbitt That Gives Satisfaction and Secures Repeat Orders. Write for Price and Discount
THE LION METAL CO., ST. PAUL, MONTREAL

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL HALIFAX OTTAWA HEAD OFFICES TORONTO CANADA WINNIPEG VANCOUVER ROSSLAND

BLACK JACK
THE BEST FAMILY POLISH MADE

TRY IT.

**BLACK JACK
PASTE
STOVE POLISH**

SOLD BY ALL
JOBBERs

1/4-lb. tins—3 doz. in case.

**Ford's
Auger Bit**

is an all round Bit, boring smoothly, and well
suited to the finest work. For many difficult
jobs it is the only tool that can be used. Give it
a trial, and afterwards you will sell only one line
of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

**The Black Hawk
Floor Scraper**

The Simplest, Cheapest
and Best on the market.
Weight, 75 lbs.

Also attachments
for Floor Rubbing,
Wax Polishing, Tile
Rubbing, at small
extra cost. Put on
in an instant.

PUTNAM MFG. CO.
DAVENPORT IOWA

Retails at
\$20.00
Enameled Dark Blue
and Gold.

JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR
Cutlery
BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE

REGISTERED TRADE MARK
* * *
GRANTED 1882

Sole Agents for Canada
James Hutton & Company
Montreal

YOU SHOULD HANDLE EXCLUSIVELY

Diamond



Brand

FITTINGS

They are unrivalled in Fit, Threading and Finish.

WHOLESALE ONLY FROM

OSHAWA STEAM & GAS FITTINGS CO., Ltd.
OSHAWA, CANADA

Jessop's Steel

To Secure Good Results

Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.

CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.
144 William Street, Montreal, Que.

You Will Save Money
By Using

"Neptune Unrivalled"
Patent Steel Fencing Wire

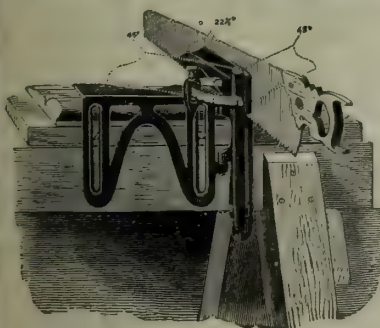
and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft
Carlswerk, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

MITER BOX—IMPROVED "SEAVEY"



Can be used on scaffold or ladder as well as on bench.

Lightest, Latest, Simplest and Most Accurate.

No special Saw required.

Can be folded and carried in tool chest.

Will cut any width of Miter

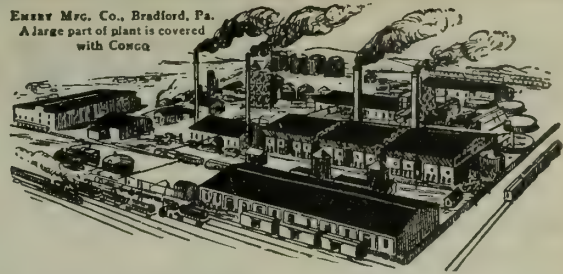
Makes perfect Joint.

Weighs only two pounds.

If your jobber cannot supply you, write us for illustration and prices.

SMITH HARDWARE CO., Ltd., Montreal, Can.

EMERY MFG. CO., Bradford, Pa.
A large part of plant is covered with Congo



CONGO NEVER LEAK ROOFING

THE GUARANTEED ROOFING

One of the most attractive features about Congo is that you get a genuine Surety Bond with EVERY ROLL. This Bond is issued by the National Surety Company. EVERY roll of 3-ply Congo is guaranteed for a period of TEN YEARS if printed directions are followed.

Thus the buyer is protected for a long time by the strongest guarantee ever issued, backed by a Surety Company whose bond is as good as the Government's.

That Congo is made of the right stuff durable and lasting, is attested to by the fact that the Surety Company was willing to back it, and for so long a period.

Congo is really a better purchase than ever before.

In addition to the Surety Bond, we furnish with every roll GALVANIZED CAPS, instead of the tin caps or nails supplied by others. The galvanized caps can't rust or bend or break. Liquid cement is also furnished free.

We mean to get the roofing trade of the country and think these SPECIAL FEATURES will come pretty near landing it.

Send to-day for free Sample of Congo and a copy of the Guarantee Bond.

UNITED ROOFING AND MANUFACTURING CO.

PHILADELPHIA, PA.

Successor to BUCHANAN-FOSTER CO.

Starke-Seybold Co., Limited, Montreal; Mechanics Supply Co., Quebec; S. Hayward Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.

WESTERN Incorporated 1851
ASSURANCE
... COMPANY.

FIRE
AND
MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - \$3,570,000

Income for 1906, over 3,609,000

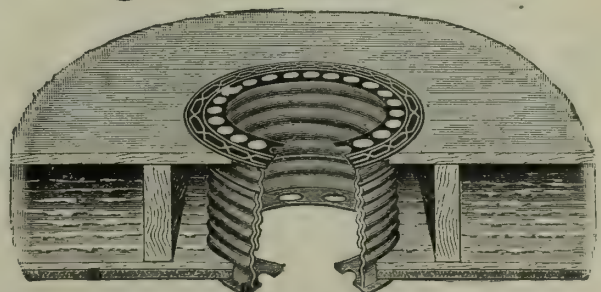
HON. GEO. A. COX, President,

W. R. BROCK, Vice President

W. B. MEIKLE, General Manager

C. C. FOSTER, Secretary

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order, because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

COLONIAL PREFERENCE

Amateurs in the Old Country and in every Colony prefer Hobbies Tools and Fretwork Accessories to all others.

THE JIG-SAW CRAZE has boomed Fretwork everywhere, the season is now in full swing and bids fair to be a record one.

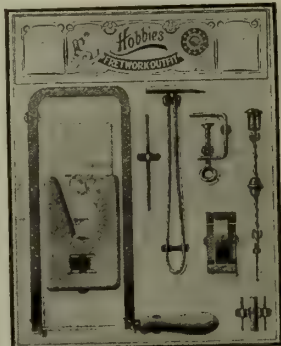
**YOU HAVE AN
INTEREST IN
PUSHING THIS
TRADE.**

Your Window will be
a Great Attraction
when Dressed with
Hobbies Goods.

**This Will Always
Attract Attention.**

Write next mail for Catalogue and Trade
Terms Profits assured.

HOBBIES, LIMITED, DEREHAM, ENG.



HOBBIES CARDED OUTFITS
ARE SPLENDID SELLERS



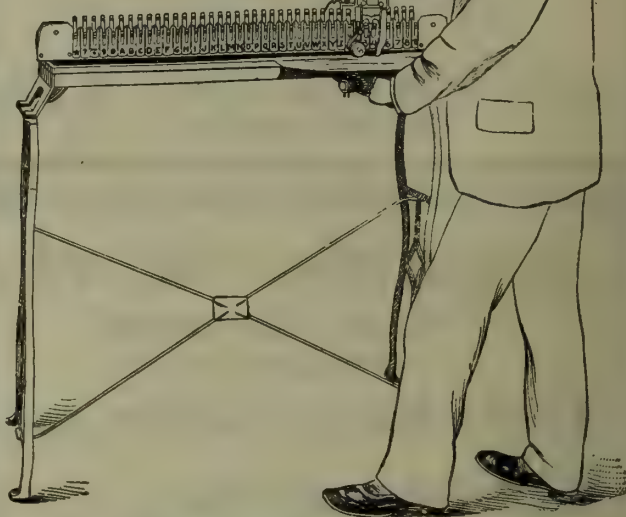
Your equipment may be the best, but to have it so A Bradley Stencil Machine

should be part of it.

Plain Addresses

No Loss of Packages

Time Saving



LET US SEND YOU PARTICULARS

HAMILTON STAMP & STENCIL WORKS, Limited

Sole Canadian Agents

HAMILTON and TORONTO

Toronto Office and Wareroom: 38 Colborne St. and Leader Lane

MADE IN ENGLAND

TERRY'S (PATENT) STEEL SPRING EXERCISERS and DEVELOPERS

Made in hundreds of sizes and strengths



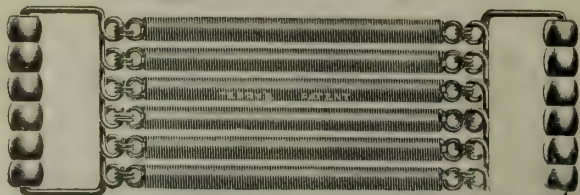
TERRY'S PATENT

No. 91. SINGLE CHEST EXPANDER.

Size	0	1	2	3	3A	4	5	6
Trade Prices	17/6	22/-	24/-	25/6	36/-	37/6	48/-	60/- per doz.

GOOD PROFITS

Send for 20/- parcel.



No. 92D. 6 STRAND CHEST EXPANDER.

Size	0	1	2	3	3A	4	5	6
Trade Prices	116/-	122/-	128/-	146/-	150/-	156/-	174/-	200/- per doz.

Fitted with detachable springs, as illustrated.

SEND FOR TRADE LISTS. Hundreds of lines that sell.

HERBERT TERRY & SONS (Box 100)

The Spring Specialists

REDDITCH, ENGLAND

Mention Paper

WATCH

This space next issue
for announcement of the

ACME
FLEXIBLE STEEL

DOOR MAT

of interest to every hard-
ware man, because it makes
for him good.

MONEY

ACME STEEL GOODS CO.

MANUFACTURERS

Main Office and Works: 2834-40 Archer Ave.

CHICAGO, ILL.

151 Lafayette St.
NEW YORK CITY

Empire Bldg.
ATLANTA, GA.

E. T. WRIGHT & CO.

Manufacturers of Tinware and Specialties, HAMILTON, CANADA

MACHINE OILERS—WE MAKE A SPECIALTY OF THEM

Drawn out of heavy steel. Copper plated and lacquered to prevent rusting. Solid Brass Collars and Drip Cups. Each Oiler carefully wrapped in tissue paper, and reaches customer in perfect condition.

Packed 1 doz. in Cardboard Box

MOWING MACHINE OILERS

No. 701 or 703. With drip cup. Plain Steel, Coppered or Japanned and stencilled with your name and address.

No 703 is the same as No. 701, but is made of extra heavy stock.



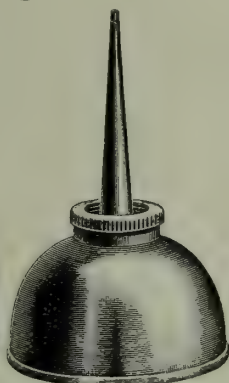
No. 918

1 pt. size, Spout 9" long



No. 918

1 pt. size, Spout 5½" long



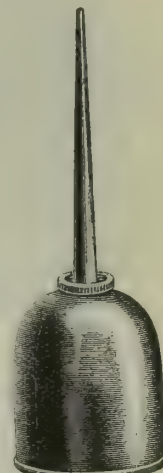
No. 917

½ pt. size, Spout 5½" long



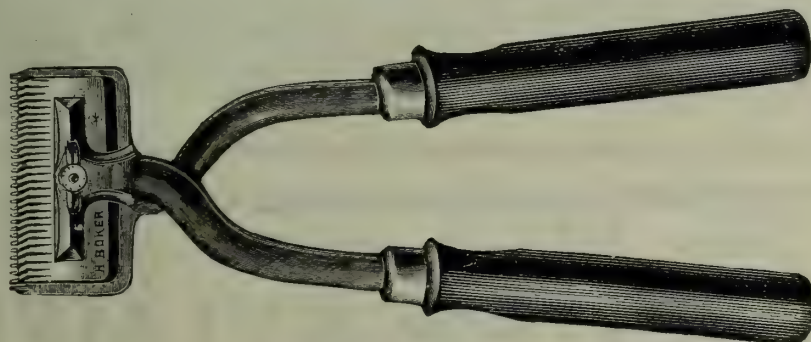
No. 916

¼ pt. size, Spout 4" long



No. 701 or 703
Capacity ½ pt.

Henry Boker's "Ball Bearing"

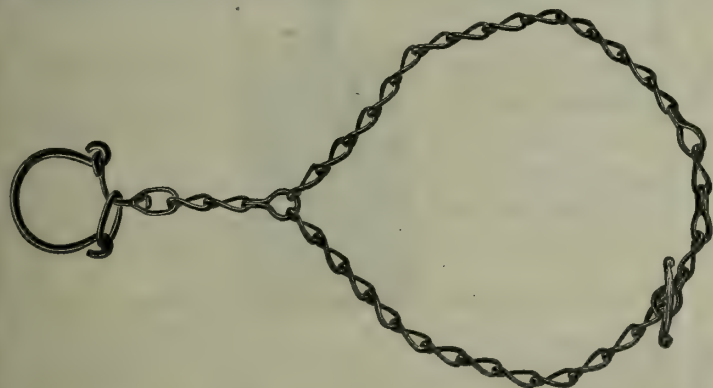


The Best and Most Satisfactory Horse Clipper on the Market.

Black ebonized handles and finely polished steel parts, with leather pouch and strap to protect the cutting plates.

Every pair guaranteed to give entire satisfaction.

For Sale by All Leading Wholesale Hardware Houses



McKINNON ELECTRIC WELDED COW TIES

Short, smooth links, making a flexible chain that can not injure the hide of the animal. Strongest chain made.

A full line of Chain for the Hardware Trade.

McKINNON CHAIN CO.

BUFFALO, N.Y.

ST. CATHARINES, ONT.



PLYMOUTH CORDAGE CO.

PLYMOUTH

WELLAND

Use "PLYMOUTH" (Ship Brand) Lathyrns; they will save you money and increase your satisfaction.

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?



INDEPENDENT CORDAGE CO., LTD.

Stocks at

TORONTO
MONTREAL
HALIFAX

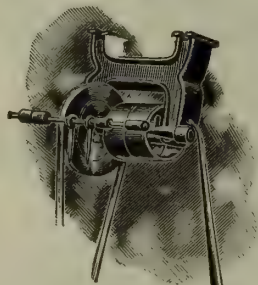
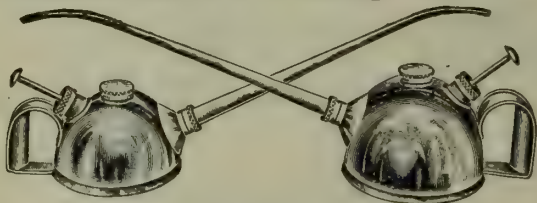
ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO



Howland's Pump Oilers



For sale by
all Jobbers
in Canada

A slight pressure
of the plunger
pumps the oil to
the bearings.



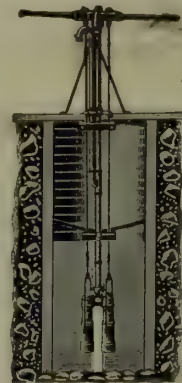
Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

WHAT WE CLAIM FOR

The AYLMER FORCE PUMP

DOUBLE CYLINDER
DOUBLE ACTING

This is the only
Pump manufac-
tured that has no
leather suckers
and requires
no packing or
packed joints of
any kind.



Easy Working
—
Always Primed
—
Never Freezes

In case of fire
this pump has no
equal.

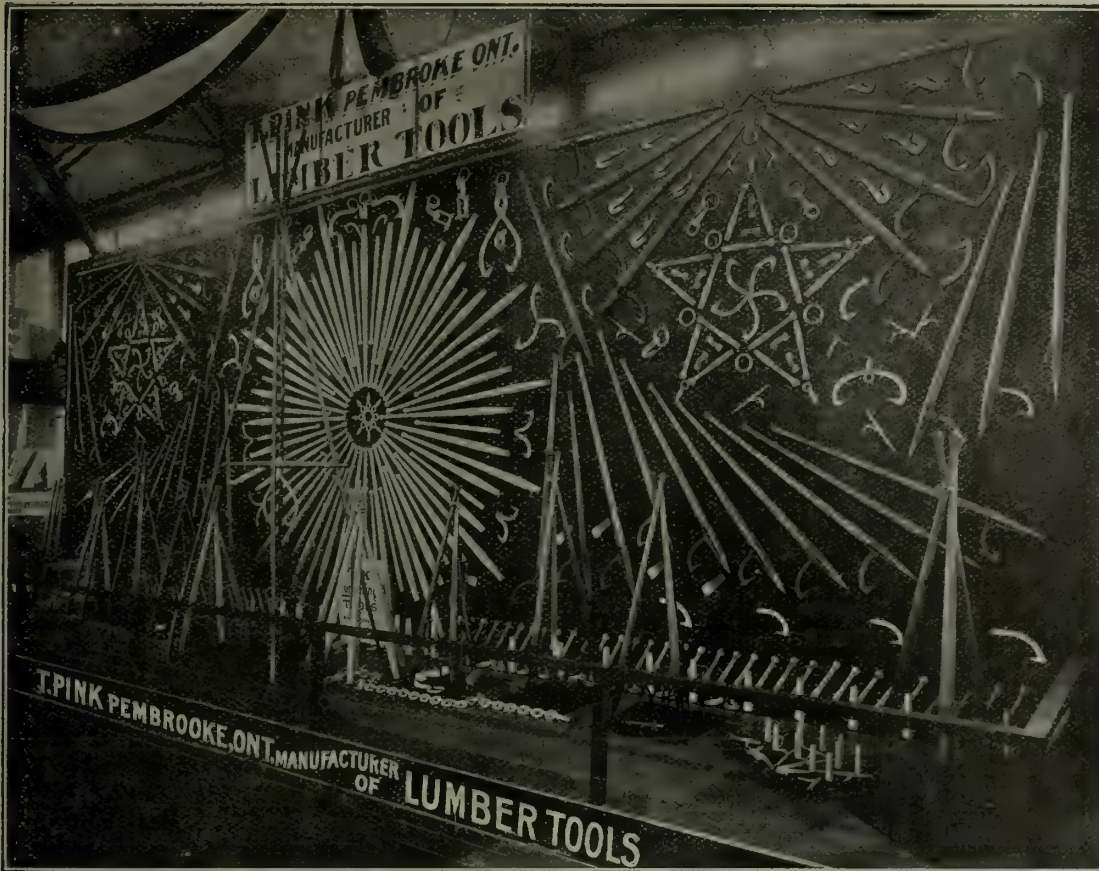
THIS CUT represents our Pump, as shown in the well. This with three-way cock and side pipe for conveying water to barn or wherever needed, will force the water any distance, and to any elevation required with ease.

Manufactured only by

AYLMER PULP AND SCALE CO., Limited
AYLMER, - - - - - ONTARIO

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable

Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

=== No. 71 ===

TRADE



MARK

Is just off the Press.

It lists our complete line and if you
have not received a copy write for one to-day.

TRADE



MARK

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions
inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

GILBERTSON'S

COMET

in Wales. Let me tell you further about these sheets.

ALEX. GIBB (Sole Canadian Agent),

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

When it comes to buying GALVANIZED SHEETS, it's what are its convincing GOOD QUALITIES.

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders

It means money to you

13 St. John Street, Montreal

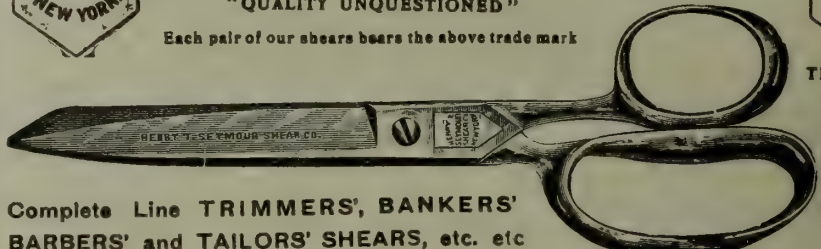


SEYMOUR SHEARS

have been the Standard for over seventy year

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK

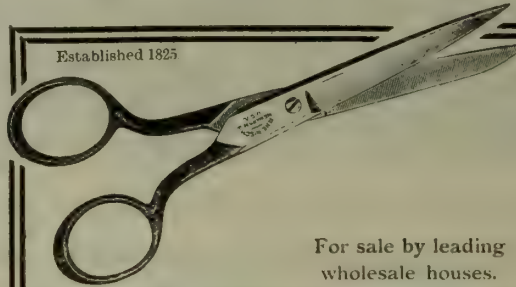
Latest catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents.

Established 1825



For sale by leading wholesale houses.

For Keen-cutting edge and quality of materials no line is "quite as good" as

HEINISCH

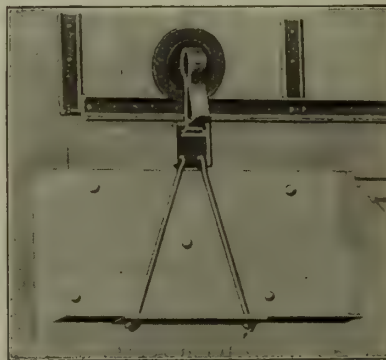
Trimmers, Tailors' Shears and Tinnerns' Snips

The steadily increasing sales of "Heinisch" goods is evidence of their popularity. See to your stocks!

R. HEINISCH'S SONS CO. Newark, N.J. U.S.A.

A CHANCE FOR LIVE AGENTS

— TO SELL —



Wonder Barn Door Hangers, Channel Steel Track and Low-Down-... High Store Ladders ...

This hanger is stronger and more serviceable than any other. The door closes tightly into jamb same as a hinge door. Excludes water. Won't split or rot. A splendid line of goods to handle.

WRITE FOR DETAILS:

S. B. MARTIN

DALTON, O.

U.S.A.

SIXTY SWISS ARMY RIFLES, at \$2.50 each. Box 920, HARDWARE AND METAL, Toronto, (48)

This advertisement was inserted in two issues of our paper and cost 39c.

F. Y. W. Braithwaite, Blind River, Ont., wrote us Nov. 27, that it brought us replies from almost every province of the Dominion.

Our Want Ad. page is at your service every week. If you have anything to sell to Hardware dealers in Canada, or wish to buy anything from them, try a want ad. You will find it will give you **Economical, Efficient and Quick** service.

RATES:—2c. per word for the first insertion.

1c. per word for each subsequent insertion.

5c. additional each insertion when box number is required.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply

Dominion Brand Tarred Felt

Good Luck Tarred and Dry Fibre

Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

When ordering your Spring requirements in

WIRE NAILS and

OILED AND ANNEALED WIRE

Specify for the products of

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

**CANADIAN
PACIFIC**

**WESTERN
EXCURSIONS**

Single Fare

Plus \$2.00 for the
Round Trip

From all stations in Ontario, Port
Arthur and West, Manitoba, Saskat-
chewan and Alberta, to

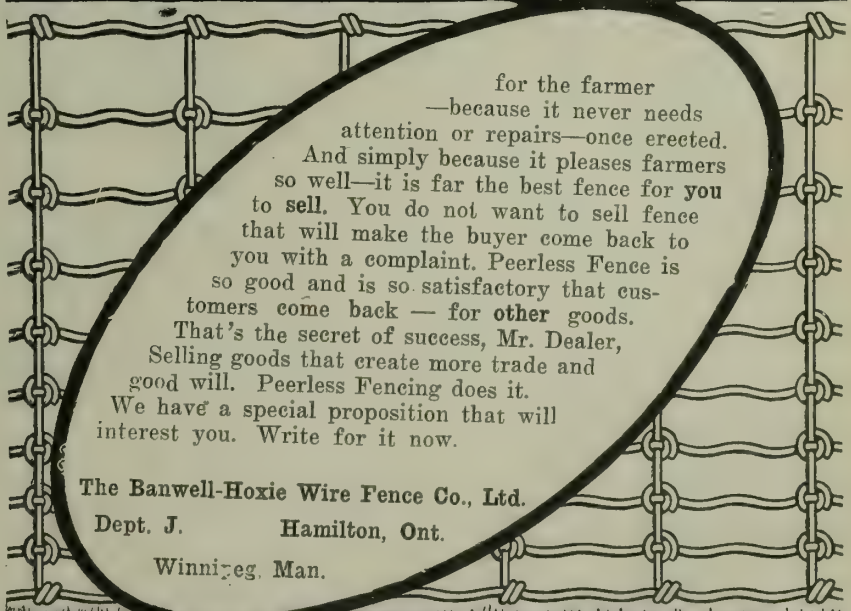
**VANCOUVER
VICTORIA and
WESTMINSTER**

Also to OKANAGAN VALLEY and
KOOTENAY POINTS

Tickets on sale December 16, 17, 18,
1909; January 21, 22, 23 and 24; Feb-
ruary 15, 16, 17 1910; good to return
within three months.

PEERLESS

The Fence that saves Expense



for the farmer
—because it never needs
attention or repairs—once erected.
And simply because it pleases farmers
so well—it is far the best fence for you
to sell. You do not want to sell fence
that will make the buyer come back to
you with a complaint. Peerless Fence is
so good and is so satisfactory that cus-
tomers come back — for other goods.
That's the secret of success, Mr. Dealer,
Selling goods that create more trade and
good will. Peerless Fencing does it.
We have a special proposition that will
interest you. Write for it now.

The Banwell-Hoxie Wire Fence Co., Ltd.
Dept. J. Hamilton, Ont.
Winnipeg, Man.

STRONGER

Than Stock-Weather and Wear

**SIMONDS No. 8½****SIMONDS HAND SAWS**

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.**Flitchburg, Mass.**

Branches Throughout the United States

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks \$1.

WIRE CLOTH
Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING
Galvanized barb. 2 50 2 55
Galvanized, plain twist. 2 80 2 85
F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, \$2.65 for small lots and \$2.55 for car lots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ½, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, ½, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES
Galvanized, 2 85
Plain, 2 60

PAINTS, OILS AND GLASS

BRUSHES
Paint and household, 75 per cent.
BEESWAX
Per lb. 0 40

CHEMICALS.
In casks per lb.
Sulphate of copper (bluestone) 0 07
Litharge, ground 0 05
" diked 0 05½
Green copperas (green vitriol) 0 01
Sugar of lead 0 08

COLORS IN OIL.
Venetian red, 1-lb. tins pure. 0 08
Chrome yellow " 0 16
Golden ochre " 0 10
French " 0 08
Chrome green " 0 09
French permanent green " 0 13
Signwriters' black " 0 15
Marine black, 25 lb. iron. 0 04½

GLUE.
Domestic sheet, in barrels 0 09½
French medal " 0 10

PARIS WHITE.
In bbls 1 00

PIGMENTS.
Orange Mineral, casks 0 89
" 100-lb. kegs 0 99

PREPARED PAINTS.
Barn (in bbls.) 1 gal. ins. 0 70
5 gal. tins 0 65
Sherwin-Williams paints, qt. tins 1 70
Canada Paint Co.'s paint, qt. tins 1 69
Globe house paint (Windsor) 1 25
" New Era" house paint (Windsor) 1 35
Benj. Moore Co.'s "Ark" s.d. 1 25
Moore's pure linseed oil, H.C. 1 35
Brandram-Henderson's "English" qt. tins 1 60
Ramsey's paints, Pure, per gal. 1 40
Thistle, 1 10
Martin-Senour 100 p.c. pure, 1 70
Senour's Floor Paints 1 40
Jamieson's "Crown and Anchor" 1 40
Jamieson's floor enamel 1 75
Island City pure paints 1 40
Sanderson Percy's, pure 1 30
Robertson's pure paints 1 35

PLASTER OF PARIS
Per barrel 2 33

PINE TAR
Half-pint tins, per dozen 0 60

PATTY.
Standard.
Bulk in casks 2 00
" 100-lb. drums 2 50
Bladders in bbls 2 40

RED DRY LEAD.
Genuine, 560 lb. casks, per cwt 4 75 4 75
Genuine, 100 lb. kegs, " 5 25 5 25
No. 1, casks, per 100 lbs. 4 25 4 25
No. 1, kegs, per 100 lbs. 4 75 4 75

SHINGLE STAINS.
In 5-gallon buckets 0 75

TURPENTINE AND OIL.
Montreal Toronto
Prime white petroleum per gal. 0 13½
Water white " 0 15½
Pratt's astral " 0 17½
Castor oil, per lb. 0 08 0 08½
Motor Gasoline single bbls. 0 16½
Benzine, per gal single bbls. 0 15½
Turpentine, single barrels 0 80 0 88
Linseed Oil, " raw. 0 84 0 84
" boiled 0 87 0 87

VARNISHES.
Per gal. cans.
Carriage, No. 1 1 50
Pale durable body 3 50
" hard rubbing 3 00
Finest elastic gearing 3 00
Elastic Oak 1 50
Furniture, polishing 3 00
Furniture, extra 1 15
" No. 1 0 80
" union 0 85
Light oil finish 1 30
Gold size japan 2 00
Turps brown japan 1 50
No. 1 brown japan 1 00
Baking black japan 1 35
No. 1 black japan 0 80
Benzine black japan 0 70
Crystal Damar 2 25
No. 1 2 25
Pure asphaltum 1 40
Oilcloth 1 50
Lightning dryer 0 75
Elastilite varnish 2 00
Granitine floor varnish 2 50
Maple Leaf coach enamels 1 20
Sherwin-Williams kopal varnish 2 50
Canada Paint Co.'s sun varnish 2 00
" Kyanize " Interior Finish 2 40
" Flint-Lac " coach 1 80
B.H. Co.'s "Gold Medal," in cases 2 50
Jamieson's Copalines 3 00
Flatline floor finish 4 25
Elastica exterior finish 2 50
Island City Dreadnought Finish 2 50
Storepave varnish, ½ pints, per gross 8 00
Reeswax per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., \$2.30.
Pure white shellac varnish, in barrels 1 75
Pure orange " " 1 70
No. 1 orange " " 1 25

WINDOW GLASS
Size United Star Double
Inches. Star Diamond
Under 26 \$4 25 \$5 25
26 to 40 4 85 5 75
41 to 50 6 10 7 50
51 to 60 5 35 6 50
61 to 70 5 75 7 75
71 to 80 6 25 11 00
81 to 85 7 00 12 50
85 to 90 15 00
91 to 95 17 50
96 to 100 20 50
Toronto, 80 p.c. to 80 and 5. Broken boxes 50 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

Montreal Toronto
Munro's Select Flake White. 6 25 6 40
Elephant Genuine 6 25 6 40
Lily Pure 5 75 5 90
Tiger Pure 5 55 5 70
Monarch (Windsor) 6 50
Essex Genuine (Windsor) 5 50
Brandram's B.E. Genuine 6 35 7 00
" Anchor " pure 5 50 5 65
Ramsey's Pure Lead 5 50 5 65
Ramsey's Exterior 5 25 5 60
" Crown and Anchor " pure. 5 75 5 90
Island City pure lead 5 75 5 90
Sanderson Percy's 5 75
Robertson's C.P., lead 5 50 5 65
Decorators' Pure 5 75 5 90
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).
Extra Red Seal, V.M. 0 07½

WHITE ZINC (IN OIL)
Pure, in 25-lb. irons 0 08½
No. 1, " " 0 07
No. 2, " " 0 05½

WHITING.
Plain, in bbls 0 70
Gilders bolted in barrels 1 00

HARDWARE

ADDER.
Carpenters', per doz 12 50 14 00
Plain ship, " " 18 00 22 00

AXES AND HATCHETS
Single bit, per doz 6 00 9 00
Double bit " 9 50 11 00
Bench Axes 6 75 10 00
Broad Axes 22 75 25 00
Hunters' Axes 5 00 6 00
Boys' Axes 5 75 6 50
Lathing hatchets 4 70 10 00
Shingle " 1 45 6 75
Claw " 1 70 6 60
Barrell " 4 50 6 85

ANVILS.
Taylor-Forbes, prospectors 0 05
Buckworth, per lb. 0 10½

AMMUNITION
"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.E. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount, 2 per cent. 30 days; net extras as follows subject to cash discount only: Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 40c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS
Ford's auger bits 30 and 10
Irwin's auger 47½
Gilmour's auger 60
Rockford auger 50 and 10
Gilmour's car. 47½
Clark's expensive 40
Jennings' Gen. auger, not list.

BARN DOOR HANGERS.

doz. pairs.
steams wood track 4 50 5 00
Zenith 9 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 6 50
Double strap hangers, doz. sets 6 40
Standard jointed hangers, " 6 40
Steel King hangers 6 25
Storm King and safety hangers 6 50
" rail 4 25
Crown 4 85
Crescent 6 50
Sovereign 7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-18 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen 3 25
Defiance, dozen 2 75
Gem dozen 7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.
No. 1, not wider than 5 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; out laces, 85c.

BIRD CAGES.

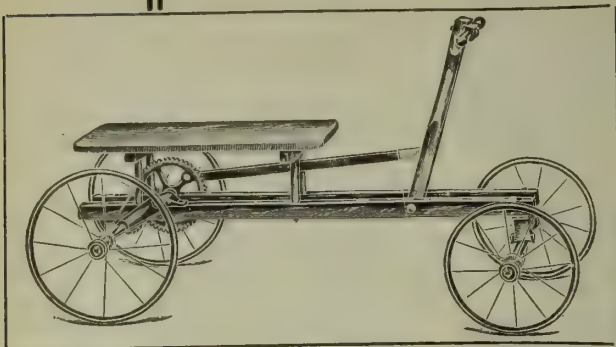
Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new \$1 list Per cent
" " & smaller. 70
" " 7-16 and up 60
" " Norway Iron (\$3 list) 60
Machine Bolts, ½ and less 60, 10 and 10
Machine Bolts, 7-16 and up 55, 5 and 10
Plough Bolts 60
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ½ and less 60 and 10
" " 7-16 and larger 55 and 5
Coach Screws, new list 75
Nuts, square, all sizes, 40c. per lb. off.
Nuts, hexagon, all sizes, 40c. per lb. off.
Stove Rods per lb., ½ to 6c.
Stove Bolts, 80

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll 0 70
O. K. paper, No. 1, per roll 0 75
O. K. paper, No. 2, " 0 70
Plain Fibre, No. 1, per 400 ft. roll 0 45
Tarred Fibre, No. 1, per 400 ft. roll 0 55
Tarred Fibre Cyclone, 25 lb., per roll 0 45
Dry Cyclone, 16 lbs 0 45
Tarred Sheathing (Jolietts), 25 lb. 0 40
Tarred Felt, 7 oz., 50 lbs. 1 80
Plain Surprise, per roll 0 40
Resin sized Fibre per roll 0 40
Asbestos building paper, per 100 lbs. 4 00
Heavy straw, plain & tarred, per ton 37 50
Same in Maritime Provinces " 2 50
Carpet Felt, per 100 lbs. 2 50
Tarred wood roofing felt, per 100 lb. 1 80
Pitch, Boston or Sydney, per 100 lbs 0 70
Pitch, Scotch, per 100 lbs 0 65
Heavy Fibre 32' & 60', per 100 lbs. 2 00
Ply Ready Roofing, per square 0 70
3 95
2 Ply complete, per roll 1 15
3 1 35
Liquid Roofing Cement, brls., per gal tins 0 15
Crude Coal Tar, per barrel 0 20
Refined Coal Tar, tins, per doz 1 00
Refined Coal Tar, per barrel 4 50
Shingle varnish, per barrel 0 06
Cans, per lb. 0 08
Nails, per lb. 0 08
Mop cotton, per lb. 0 15



LIST \$7.00

A TIMELY SUGGESTION

to any of your customers looking for a present for a boy will result in a sale of our

No. 27 Rowing Wagon—R.T.

This wagon is well built, painted and finished, and like all Gendron Specialties is made in Canada.

SEND FOR COMPLETE CATALOGUE

GENDRON
MFG. CO.



Duchess St.
Toronto

BINDER TWINE.

500 feet, steel	0 08 1/2
300 " standard	0 08 1/2
550 " manilla	0 09 1/2
600 " "	0 11 1/2
650 " "	0 13

Car lots, 10c. less; 5-ton lots, 10c. less
Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c.
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin,
70 per cent.
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 50	1 55
White Bros. English	2 00	2 05
" Lafarge " cement in wood	3 40	
Fire brick, Scotch, per 1,000	23 00	23 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	5 50	

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per gross	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 25
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., 1/2 in., \$6.00; 5/16 in., \$4.85; 3/8 in., \$4.25; 7/16 in., \$4.00; 1/2 in., \$3.75; 9/16 in., \$3.70; 5/8 in., \$3.65; 3/4 in., \$3.60; 7/8 in., \$3.45; 1 in., \$3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47 1/2 per cent.

CLAMPS

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet.	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lengths	3 00
3 " "	3 65
4 " "	4 80
5 " "	6 40
6 " "	8 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pails, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DRAW KNIVES.

Serpents 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 8

DRILLS.

Bit stock drills, 2-32 in., doz	6 57
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SCOUTHOUSES.

Canadian, 45 and 10 per cent.

SCOUTHOUSES PINE.

Steel, discount 50 per cent.
Brass, 65 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 75
10 " "	3 00
12 " "	3 50
15 " "	5 00

Add extra 10c. per 100 on O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12 1/2 p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Diston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62 1/2
Jowett's (English list)	27 1/2

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Duffer n pattern pails, 50 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb, doz	6 25
" straight claw, 1 lb, doz	7 00
Farmers hammers, 10 oz, doz	6 60
Tinners setting, 1 lb, doz	4 50
Machinists, 1 lb, doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, 1/2 inch, per gross	9 00
" " 3/4 inch, per gross	10 00
" " 1 inch, per gross	12 00
Leather, 1-inch, per doz	4 00
Leather, 1 1/2 inch, per doz	5 20
Web, 1-inch, per doz	2 45

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in, " "	7 00
" " 6-in, " "	6 75
" " 8-in, " "	6 50
" " 10-in and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—

under 12 n. per 100 lb. 4 25

over 12 in. 3 25

Orate hinges and back flaps, 65 and 5 p.c.

Chest hinges and hinge hasps, 65 p.c.

Spring, per gro. No. 5, \$16.10 No. 10, \$16.10;

No. 20, \$8.40; No. 50, \$17.58; No. 51,

\$7.18; No. 120, \$16.10.

Screen door sets, No. 2350, \$14.95; No. 2360,

\$16.55; No. 2375, \$21.85; No. 1192, \$19.85.

Chicago Spring Butts and Blanks, 12 1/2 per cent.

Triple End Spring Butts, 30 and 10 per cent.

Chicago Floor Hinges, 37 1/2 and 5 off.

Garden City Fire House Hinges, 13 1/2 p.c.

" Chief " floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
1/2 x 5, per gross	2 25
5/8 x 5, per gross	3 40
Bright wire screw eyes and hooks, 60 p.c.	
Bright steel gate hooks and staples, 40 p.c.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 and 20 p.c.	
Crescent hat and coat wire, 60 per cent.	

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908,
\$2.45 per box base.
Capwell brand, quotations on application.

HORSESHOES.

M.R.M.'s 'Bell' brands iron, light & medium,
No. 1 and smaller, \$3.75; No. 2 and larger,
\$3.50; snow pattern, No. 1 and smaller, \$4.00,
No. 2 and larger, \$3.75; "X.L." new light
steel, No. 1 and smaller, \$4.10; No. 2 and
larger, \$3.85; "X.L." featherweight steel, No.
0 to 4, \$5.25; Special countersunk steel, No.
0 to 4, \$5.50 pkg; toe-weight, all sizes, \$6.00.
F.o.b. Montreal and Belleville. Extras for
packing.

Toecalks Standard, J.P. & Co., "Blunt" No.
1 and smaller, \$1.50; No. 2 and larger, \$1.25.
"Sharp" No. 1 and smaller, \$1.75; No. 2 and
larger, \$1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 40c. per lb.

HOSE

Competition grade lawn hose, 70, 10 and 5.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Claus, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel,
30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.	
Can openers, per doz.	0 40
Mincing knives per doz	0 50
Potato mashers, wire, per doz.	0 60
" " wood	0 50
Vegetable slicers, per doz	2 25
Universal meat chopper No. 1	1 15
Enterprise chopper, each	1 30
Spiders and fry pans, 50 and 5 p.c.	
Star Al chopper 5 to 32	1 35
" " 100 to 103	1 35
Kitchen hooks, bright	0 60
Toasters, 50 p.c.	
Fire shovels, 50.	
Oil camp stoves and ovens, 50 and 10.	

LADDERS

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japaned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Lift Tumbler and Hinge Plain 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, \$1.20
Lamp wick, 60 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives,
12 in., \$5.25; 9 in. wheel, 3 knives, 12 in.,
\$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75;
10 1/2 in. wheel, 4 knives, 12 in., \$8.50; 10 1/2 in.
wheel, 4 knives, 12 in., ball bearing, \$10.00.
50 per cent. f.o.b. Guelph.
D. Maxwell & Sons—8 in. open wheel,
3 knives, 12 in. \$2.75; do., 4 knives, \$2.85;
9 in. wheel, 3 knives, 12 in. sizes, \$3.30;
do., 4 knives, \$3.60; 10 1/2 in. wheel, 4 knives,
12 in. sizes, \$4; ball bearing, \$4.85.

LOCKS AND KEYS.

Canadian 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00

MALETS.

Tinsmiths', 2 1/2 x 5 1/2 in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 6 inch, per doz	9 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste, 6 00

Axoline brass cleaner, 100 in package 6 50

MISCELLANEOUS SUPPLIES

Mattocks, 6 lb., 16 inch, \$5 dozen
Picks, 6 to 7 lb., 4.25 doz.
Pick handles, \$1.85 doz.
Prospectors' hammers, 16 1/2 cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3 1/2 cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20
Folding ironing boards	16 25

NAILS

	Wire
1-1 1/2 inch	3 35
1 1/2 inch	3 05
1 1/2-1 3/4 inch	2 75
2-2 1/2 inch	2 65
2 1/2-3 inch	2 60
3-3 1/2 inch	2 45
3 1/2-4 inch	2 40
4, 5, 5 1/2, 6 inch (base)	2 35
Cut nails—Montreal, \$2.40; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 3 1/2 per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs.	2 85

PAINTS.

Plumbers ... per 100 lb. 4 50

OILS.

Kemp's Tornado and McCarty's Model
galvanized oil can, with pump, 5 gal-
lon, per dozen 10 00
Davidson oils, 40 per cent.
Zino and tin, 50 per cent.
Coppered oils, 50 per cent. off.
Brass oils, 50 per cent.
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42 1/2.
"Singalee" and "Alaska" Nevada silver
flatware, 42 p.c.

PRESSED WARE.

Discount 40 per cent.
10-qt. flaring can buckets, 40 per cent.
4, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pits, 40 p.c.

PLANKS.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50
" King Outter	15 00
Henckels	7 50
Clauss automatic safety	27 00
Clauss perfect stropper	18 00
Cliffette Safety, each	3 75
" Razors and Strops, 50 per cent	
Ever Ready Safety	9 00



"The Razor of Quality"

We can call our Razors by no name which describes them more aptly than this. They make shaving a pleasure and give absolute and perfect satisfaction.

Clauss Razors and Shears

are a profitable line to handle because they invariably give satisfaction. Why not prove this statement for yourselves? Send for our catalogue.

Clauss Shear Company

169 Spadina Avenue
TORONTO

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

ROPE AND TWINE.	
Sisal rope	0 09
Pure Manila rope	0 11
"British" Manila	0 09 1/2
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08 1/2
" double	0 09
Sisal bed cord, 48 feet	0 65
" " 60 feet	0 80
" " 72 feet	0 95
Cotton clothes line, 2 1/2 off.	0 27
Bag, Russian twine, per lb.	0 26
Wrapping, cotton, 3-ply twine	0 30
" " 4-ply twine	0 35
Mattress twine per lb.	0 85
Staging "	0 37

REFRIGERATORS	
Sanderson-Harold, 40 per cent.	
Galvanized, 45 p.c.	
RIVETS AND BURS.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 35 and 12 1/2 per cent.	
Copper Burrs only, 22 1/2 p.c.	
Extras on Coppered Rivets 1-lb. packages	
10 per lb.; 1-lb. packages 2c. lb.	
Tinned Rivets, net extra, 3c. per lb.	
Coppered Rivets, net extra, 2 1/2 c. per lb.	

RIVET SETS.	
Canadian, 35 to 37 1/2 per cent.	
RULES.	
Boxwood, No. 68, 2 foot, doz.	1 15
vary, No. 1282, 2 foot, each.	3 50

SAD IRONS.	
Mrs. Potts, No. 55, polished, per set ..	0 75
" " No. 50, nickel-plated, " ..	0 80
" handles, japanned, per gross ..	8 40
Common, plain, " ..	4 25
" plated, " ..	5 50
Asbestos, per set.	1 50

SAND AND EMERY PAPER.	
Sand and emery paper, 35 per cent	
SASH WEIGHTS.	
Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 2 to 30 lbs.	1 40

SASH CORD.	
No. 8, per lb.	0 34 1/2

SAWS.	
Arkins, hand and crosscut, 25 per cent.	
Diston's Hand, 15 per cent	

SAW SETS.	
Canadian discount, 40 p.c.	

SCREEN DOORS AND WINDOWS	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28 1/2 inches	1 60
Perfection window screens, 14x15, open 28 1/2 inches	1 80
Model window screens, 14x22, open 36 1/2 inches	2 25

SCALES.	
Gurney Standard, 35; Champion, 45 p.c.	
Burrow, Stewart & Milne - Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.	
Fairbanks Standard, 30; Dominion, 50	
Richelieu, 50.	
Warren new Standard, 35; Champion, 45	
Weigh Beams, 30.	

SCYTHE SNATHS.	
Canadian, 40 per cent.	

SCREWS	
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" " bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 per cent.	

SCREW DRIVERS.	
Sargent's	per doz. 0 65
North Bros., No. 30 ..	per doz. 16 80

SCISSORS AND SHEARS	
Clauss, nickel scissors and shears, 60; Japa: 65; tallors, 46; pruning, 70.	
Seymour's, 60 and 10 per cent.	

SHELF BRACKETS	
No 140 65 and 10 p.c.	

SKATES AND HOOKEY STICKS.	
Starr skates, 37 1/2 per cent.	
Baker, hockey 30c. upwards: spring, Empire hockey sticks, \$3 00, \$3.50.	
Micmac and Rex sticks, \$4.00, \$6.00.	
Pucks, net, \$1.50.	

SHOVELS AND SPADES.	
Canadian, No. 1 and 2 grade, 60 and 2 1/2 p.c.; No. 3 and 4 grade, 60 and 2 1/2 p.c.	

SQUARES.	
Diston's 60 and 10 p.c.	
Stanley Try Squares, size 7 1/2, doz. net. .	\$2 85

SNAPS.	
Harness, 25 per cent	
SOLDERING IRONS	
Base, per lb., 28 cents.	

STAMPED WARE.	
Plain, 75 and 12 1/2 per cent.	
Retinned, 75 and 12 1/2 per cent.	

SAP SPOUTS.	
Bronzed iron with hooks	per 1,000 7 50
Eureka tinned steel, hooks	8 00

STAPLES	
Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.	
Dennis Wire & Iron Co., 3 1/2 p.c.	
STOVE BOARDS	
Lithographed, 60 and 10	
STOVEPIPES.	
5 and 6 inch, per 100 lengths	7 00
7 inch.	7 50
Nestable, 45 per cent.	
STOVEPIPE ELBOWS	
5 and 6-inch, common	per doz. 1 22
7-inch.	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.	
No. 20 Beaver Die Stock	18 75

STONES-OIL AND SCYTHE.	
Washita	per lb. 0 25
Hindostan	0 06
" slip	0 18
" Axe	0 10
Deer Creek	0 10
Deerhook	0 15
" Axe	0 15
Lily white	0 42
Arkansas	1 50
Water-of-Ayr	0 10
Scythe	per gross 3 50
Grind, 40 to 200 lb., per ton. .	30 00
" under 40 lb., ..	24 00
" 300 lb. and over	28 00

TACKS, BRADS, ETC.	
Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/2 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gunn, blued, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	

TAPE LINES.	
Universal, ass skin, No. 714, 66 ft., doz. 3 00	
Lufkins, linen, No. 404, 66 ft., each.	0 94
steel, No. 284, 66 ft., each	3 15
Chesterman's linen, No. 1822, 66 ft. ea. 1 10	
" Metallo, No. 1821	1 95
" Steel, No. 1840, 60 feet	4 20

TROWELS.	
Diston's, 10 per cent.	

THERMOMETERS.	
Tin case and dairy, 75 to 75 and 10 per cent.	

TINNERS' SNIPS.	
Discount 35 per cent.	

TINNERS' TRIMMINGS.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	

TRAPS (STEEL GAME)	
Newhouse, 30 per cent.	
Hawley & Norton, 45 and 5 per cent. .	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 60 per cent.	
TRAPS (RAT AND MOUSE)	
Out O' Sight Mouse Traps	Doz 0 60
" Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES	
Per pound	0 12
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50
Blacksmiths', 60; parallel, 45 per cent.	5 00

WASHING MACHINES.	
New Ontario	41 25
Round, re-acting per doz.	73 75
Square	77 50
Dowdell	48 75
New Century, Style A.	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50
20 per cent.	

WHINGERS	
Royal Canadian, 11 in., doz.	42 25
Improved Royal Canadian, 11 in.	44 75
Eze, 10 in., per doz	43 25
Ricyle, 11 inch.	54 25
Trojan, 12 inch.	57 50
Challenge, 3 year, 11 in.	45 75
Ottawa, 3 year, 11 in.	52 00
Favorite, 5 year, 1 in.	53 00
20 per cent.	

WHEELBARROWS	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES	
Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neokoyes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermen, 44 in.	1 15

WOOD HANDLES	
Second growth ash fork, hoe, rake and shovel handles, 40 p.c.	
Extra ash fork, hoe, rake and shovel handles, 45 p.c.	
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.	
White ash whiffletrees and neokoyes, All other ash goods, 40 p.c.	
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.	
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.	

WRENCHES	
Agricultural, 67 1/2 p.c.	

WROUGHT IRON WASHERS.	
Canadian, 50 per cent.	

Acme Steel Goods Co.	68	Dennis & McCall	85	Jones Bros.	25	Page Wire Fence Co.	23
Allan Hills Edge Tool	32	Dieckmann, Ferdinand	72	Kains, J. M., & Co.	24	Parmenter Bullock Co., The	25
American Shearer Co.	24	Director of Manufacturers	20	Kampfe Bros.	22	Pearson, Geo. D. & Co.	25
Anti Splash Filter Co.	24	Diston, Henry, & Son	13	Kemp Mfg. Co.	28	Pease Foundry Co.	49
Armstrong Bros. Tool Co.	23	Dominion Cartridge Co.	28	Kerr Engine Co.	inside back cover	Pelton, Godfrey S.	59
Atkins, E. C., & Co.	1	Dominion Wire Mfg. Co.	14	Laidlaw Bale Tie Co.	73	Pender, Jas., & Co.	25
Atlas Mfg. Co.	23	Dorken Bros.	outside front cover	Langwell & Sons	25	Peterborough Lock Co.	inside back cover
Aylmer Pump and Scale Co.	70	Dougall Varnish Co.	61	Leslie, A. C., & Co.	2	Pink, Thos.	71
		Dover Mfg. Co.	12	Lewis Bros., Ltd.	66	Plymouth Cordage Co.	70
		Dowdell Mfg. Co.	63	Lion Metal Co.	73	Putnam Mfg. Co.	66
Banwell Hoxie Wire Fence Co.	73	Ely Mfg. Co.	19	Lockery & McComb	73		
Barber Asphalt Paving Co.	6	Enterprise Mfg. Co.	14	London Foundry Co.	43	Ramsay, A., & Son Co.	59
Barnett, G. & H. Co.	outside back cover	Ford Auger Bit Co.	66	London Rolling Mill Co.	53	Record Foundry Co.	15
Belmer, A. W.	51	Frothingham & Workman, Ltd.	inside front cover	Lufkin Rule Co.	37	Reznor Sales Co.	17
Bemis & Galt Hardware & Tool Co.	76			Lyngsight, John	outside front cover	Robertson, Jas. Co., Montreal	20
Baker, H. & Co.	69					Rodgers, J. & Sons	20
Boston & Lockport Block Co.	66			McArthur, Alex., & Co.	74	Ross Rifle Co.	80
Bowser, S. F., & Co., Ltd.	61			McBrien Mfg. Co.	21		
Brandram-Henderson, Ltd.	56			McClary Mfg. Co.	15	Samuel, M. & L., Benjamin, & Co.	18
Brantford Roofing Co.	39			McDougall, R., Co.	26	Seymour, Henry T., Shear Co.	72
Bissell Carpet Sweeper Co.	15			McGlashan-Clarke Co., Ltd.	inside back cover	Sharratt & Newth	80
British American Assurance Co.	65			McKinnon Chain Co.	69	Sherrin-Williams Co.	51
Brown-Boggs & Co.	21			Manufacturers' Sales Co.	78	Simonds Mfg. Co.	75
Bryan, Thos., Ltd.	61			Maple City Mfg. Co.	70	Simonds Canada Saw Co.	8
Buffalo Mfg. Co.	1			Martin, S. B.	72	Smith Hardware Co.	67
Burnham's Clippers	1			Martin-Senour Co.	62	Stairs, Wm., Son & Morrow	79
Butler, Geo., & Co.	26			Maxwell, D. & Sons	65	Standard Chain Co.	62
				Metal Shingle and Siding Co.	41	Standard Paint Co.	45
				Metallic Roofing Co.	2	Standard Paint and Varnish Co.	59
				Millers Falls Co.	9	Stanley Rule and Level Co.	4
				Montréal Rolling Mills Co.	55	Star Expansion Bolt Co.	61
				Montréal Smelting and Refining Works	55	Star Trough and Machine Co.	49
				Moore, Benjamin, & Co.	11	Stephens, G. F.	49
				Morrill, Chas.	57	Stevens-Hepner Co.	22
				Morris & Bailey Steel Co.	62	Still, J. H., Mfg. Co.	inside back cover
				Morrison, James, Brass Mfg. Co.	26		
				Nagle, H., & Co.	66	Taylor-Forbes Co.	outside front cover
				National Hardware Co.	18	Terry, Herbert, & Sons	68
				Newman, W., & Sons	57	Thompson & Gunn	24
				Nicholson File Co.	79	Toronto Plate Glass Importing Co.	47
				Nickel Plate Stove Polish	66	U.S. Steel Co.	27
				North Bros. Mfg. Co.	1	Waldon Co.	43
				Nova Scotia Steel and Coal Co.	53	Want Ads.	64
				Oakey, John, & Sons	25	Warren Mfg. Co.	24
				Oneida Community	19	Watson Jack, & Co.	8
				Ontario Lantern and Lamp Co.	65	Westonholm's Cutlery	67
				Ontario Wind Engine and Pump Co.	20	Western Wire and Nail Co.	25
				Orford Copper Co.	53	White Mop Winger Co.	23
				Oshawa Steam and Gas Fittings Co.	67	Whitman & Barnes Mfg. Co.	71
				Otterville Mfg. Co.	66	Wiebusch & Hilger, Ltd.	72
				Owen Sound Wire Fence Co.	11	Wilkes, Martin, Wilkes Co.	17
						Winipeg Ceiling and Roofing Co.	49
						Winipeg Paint and Glass Co., Ltd.	51
						Wright, E. T., & Co.	69

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Canada Metal Co., Toronto
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Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal.
Geo. Langwell & Son, Montreal

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Buffalo Mfg. Co., Buffalo, N.Y.

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Buffalo Mfg. Co., Buffalo, N.Y.

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Gutta Percha and Rubber Mfg. Co., Toronto.

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Fitchburg, Mass.

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E. T. Wright & Co., Hamilton

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Pease Foundry Co., Toronto
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Lewis, Rice, & Son, Toronto.
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Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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and Plain

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Cordage.

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Plymouth Cordage Co., N. Plymouth, Mass.

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Jas. Chesterman & Co., Sheffield Eng.

1 in Plate.

A. C. Leslie & Co., Montreal

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Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

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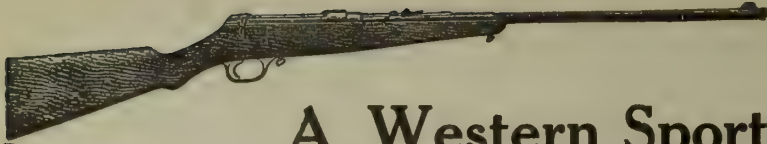
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Crandall Beamish, writing from Onoway, Alberta, says:—

"The Sporting Rifle I bought of you is giving first-class satisfaction. It cannot be surpassed for accuracy and smoothness of action. I can heartily recommend it."

The same sentiment is expressed in hundreds of testimonials from all over the world. The points that are universally emphasised are—

Appearance - Accuracy - Reliability

There is no part of Canada from which these reports do not come, and there is not a town in Canada where Ross Sporting Rifles will not be in demand.

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IF YOU ARE REQUIRING

WOOD SCREWS

In Iron, Brass or Bronze

be sure and specify our make.

We have a splendid forty years' reputation for quality to maintain, and we do not make any "seconds" goods. Order to-day through your jobber.

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Machine Screws, Wire—Bright, Cop-
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KERR'S AND GATE VALVES

STRICTLY
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TESTED &
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ENGINE CO. LIMITED

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The Particular Hockey Player

wants something a little better than
the ordinary hockey stick. Show him

Still's Special Hockey Stick

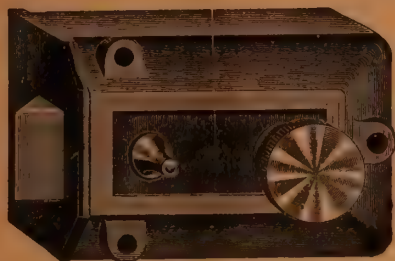
which has no equal on the market.
It is perfectly balanced and made
of only the most carefully seasoned
and selected timber.

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IT WILL PAY

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How Are You Off for Locks?

We have a full range
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locks, and of inside, front, and
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There are many lines in our catalogue that will appeal to you. Send for it.



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Nothing to equal them
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**Tinplates—Coke and Charcoal,
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And special qualities of Steel Sheets suitable for
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Rubber Belting. For Mines, Lumber Mills, Tanneries,
Flour Mills, Grain Elevators, and General Factory Service.

Ask For These Brands: "PARA," "Lumber King"
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Write for our handsome catalogues, or drop a line to our nearest
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VOL. XXII.

PUBLICATION OFFICE: TORONTO, FEBRUARY 12, 1910

NO. 7.

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REGISTERED TRADE MARK
HARDWARE Vices
SPECIALITIES OF ALL DESCRIPTIONS
For Sale by Leading Wholesale Houses.

We are thankful

for the increased trade in Queen's
Head Galvanized Iron this season,
and hope you have shared in the
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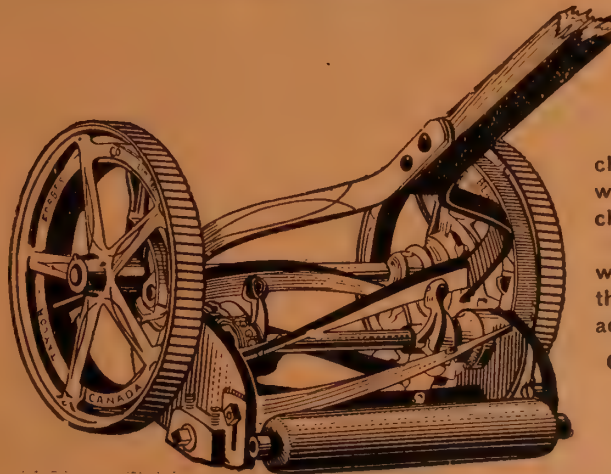
One of the Very Best Sellers

Open Cylinder

The workmanship and quality of materials used are the very best in every respect.

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10½-in. Wheels

All the wheels on our machines are three times the weight of any imported machine.

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Constructed like a Bridge and absolutely unbreakable.
All metal parts, both inside and out, heavily tinned,
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The Best and Cheapest Freezer on the market

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Gears completely
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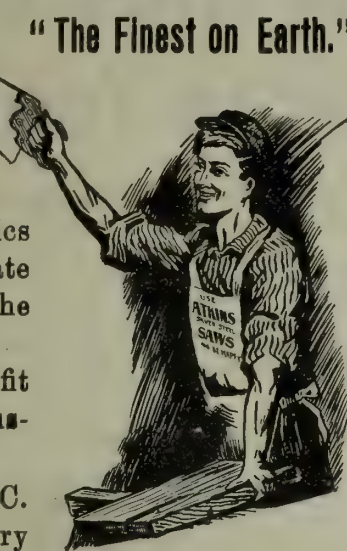
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Made
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"The Finest on Earth."

Strictly High Grade. Made for the best mechanics who want, appreciate and will pay for the Finest Tools. They bring a good profit and satisfy your customer.

The name "E. C. Atkins & Co." on every blade.



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STILL'S SPECIAL HOCKEY STICK

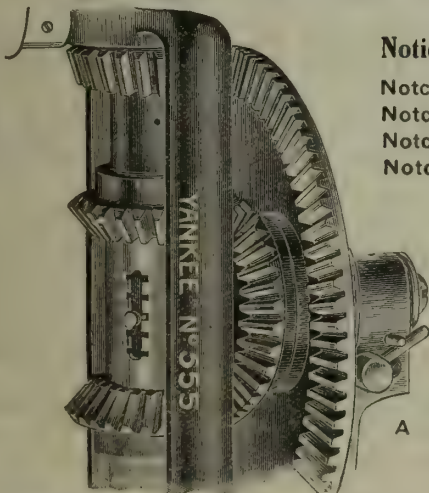
in point of balance, quality of wood, shape and finish, is second to none on the market.

This is the stick that best players use, and all players prefer it once they have tried it.

*Stock and Recommend Still's
Special—it will pay you.*

J. H. Still Mfg. Co., Ltd.
St. Thomas, Ontario.

"YANKEE" Breast Drill with Automatic Double Ratchet Adjustable Ball Bearings

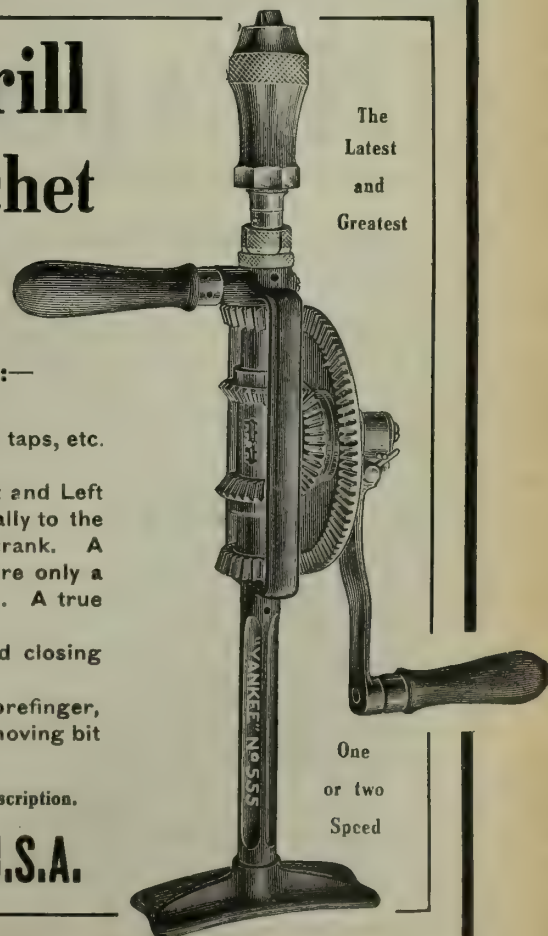


Notice the little shifter between the gears:—

- Notch 1—gives you a plain drill.
- Notch 2—A Left Hand Ratchet for removing taps, etc.
- Notch 3 A Right Hand Ratchet.
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Sold by leading jobbers. Write for full description.

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Latest
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Greatest

One
or two
Speed



Get After the Merchants in Your Town

Do you know that our Metallic Ceilings and Walls are the most sanitary and artistic interior coverings a merchant can have in his store? They prevent the dust and dirt falling—a continual nuisance with plaster and wooden ceilings—and add so much to the appearance of the store—so many varied, artistic designs suitable for any class of business to select from.

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Get after this business—convince your fellow merchants of the many advantages of Metallic Ceilings and Walls, and then send measurements of their stores for estimates.

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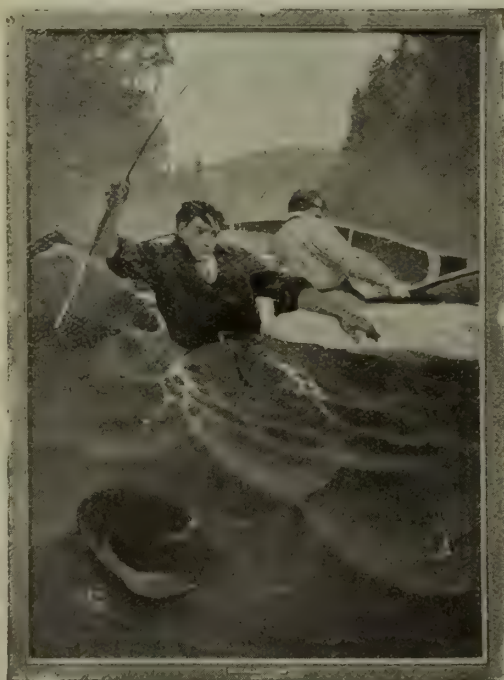
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"Do you know this firm is the oldest and largest sheet metal building material house in Canada? I guess their policy, 'Protection to the Trade,' has helped them a lot."—*The Philosopher of Metal Town.*



1870

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THE HORTON MFG. CO., - Bristol, Conn., U.S.A.

COUPON

H. & M.

Do you handle "BRISTOL" Steel Fishing Rods?.....

Name.....

Street and Number.....

City..... State.....

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For the next few weeks watch this page weekly for pointers in Spring Buying.

If you ask the Hose Manufacturers they will tell you we are the largest jobbers of these goods in Canada. They will also likely tell you that our Two SPECIAL LINES are very much better value than anything else that is offered.

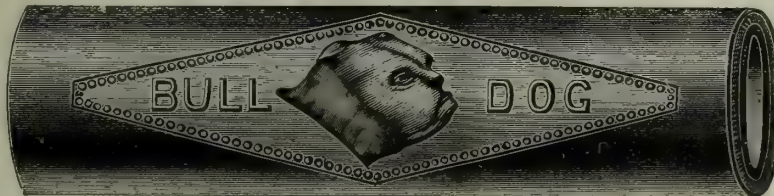
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4-ply—Made in 3 sizes, $\frac{1}{2}$, $\frac{3}{4}$ and 1 inch

Supplied in both plain and wire bound. Every length warranted, and if it proves defective in two seasons (with fair usage) we will replace all such free of charge.

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3-ply—Made in 3 sizes, $\frac{1}{2}$, $\frac{3}{4}$ and 1 inch

The best quality low-priced Hose that is made.

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This Broad Axe is made of genuine **Sheffield Steel**

One of the many points in favor of our line of edge and lumbering tools is this: **They are all made from genuine Sheffield Steel.**

No other edge tool manufacturer in Canada is able to make a similar statement about his goods.

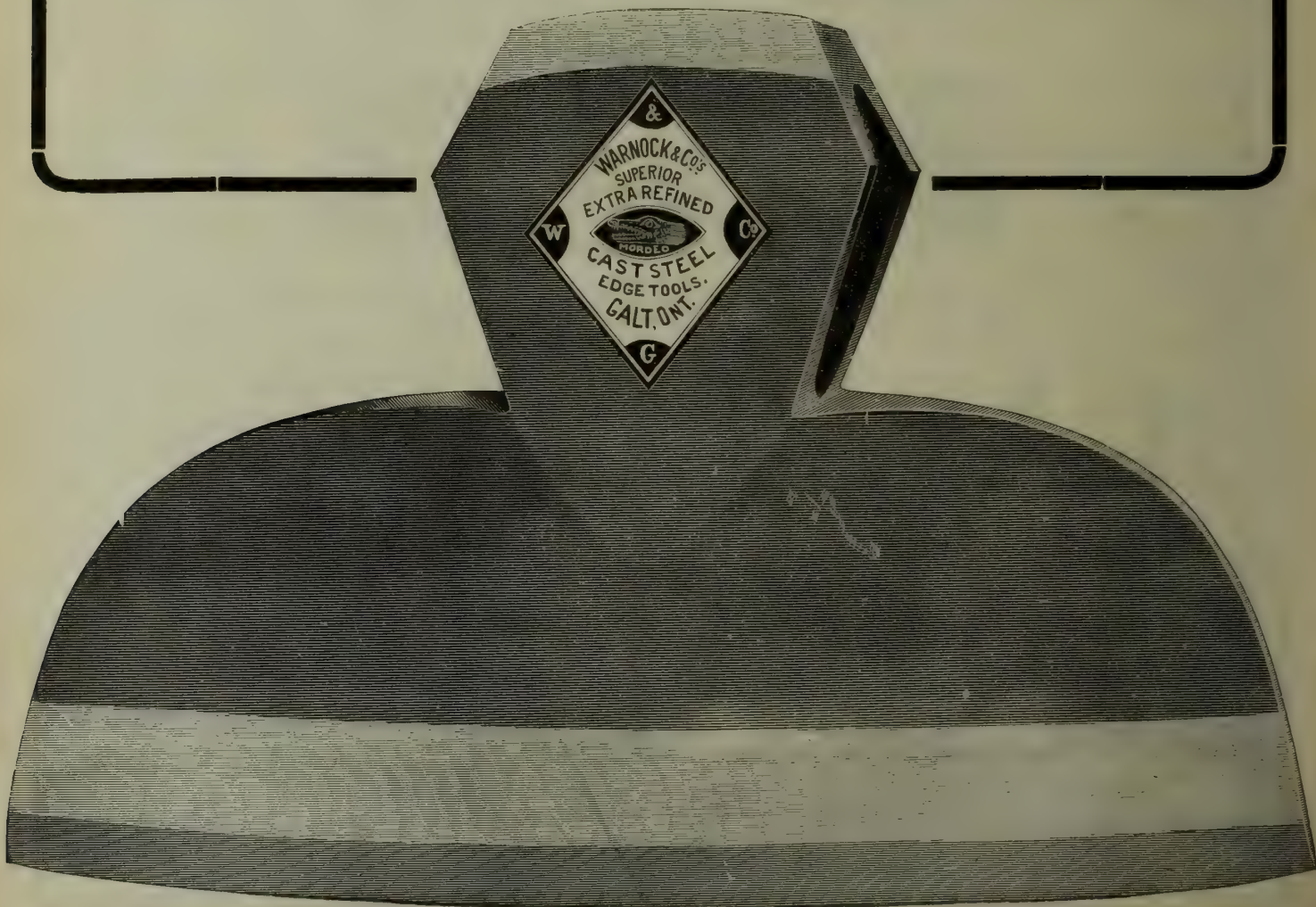
Allan Hills Edge Tool Company

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Samson Ready Roofing



A prepared flexible roofing, adapted to any building with either flat or steep surface, and made to withstand all the extremes of climate. It is made of the best materials and contains no paper to rot, no pitch to melt, and no gravel to wash off. It is proof against cold, because there is nothing in it which can freeze, and is waterproof, weatherproof and fire-resisting.

Any Handy Man Can Lay It

the only tools needed being a knife and a hammer. It can be laid over leaky metal or shingle roofs without expense of removal. Each roll contains the necessary nails, cement and caps, and almost anyone can apply it without previous experience.

We are making a special feature of "Samson" roofing and recommend it in preference to any other we know of.

Write for Samples

H. S. HOWLAND, SONS & CO.

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Wholesale Hardware Merchants

WE SHIP PROMPTLY

TORONTO

OUR PRICES ARE RIGHT

Graham Nails Are the Best





Registered

QUALITY

is the potent force that has placed

"Crescent Brand" Butts and Hinges

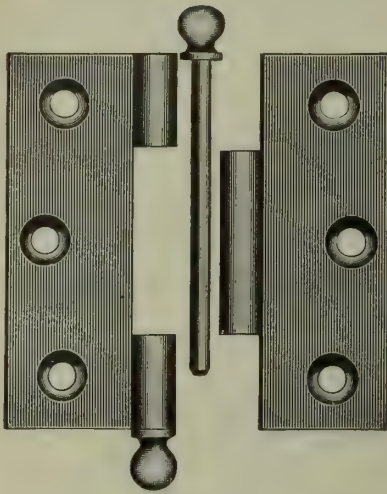
in the proud position they now occupy in the realm of Hardware. Whether judged from the standard of "appearance" or that of "intrinsic worth," there can be no question of "Crescent Brand Superiority."

The prices are not any higher than is asked for the inferior makes.

Merchants who desire the Builders' and Contractors' Orders.

cannot afford to stock any Butts or Hinges that are not made by

CANADA STEEL GOODS COMPANY, Ltd.
MANUFACTURERS. - - HAMILTON, CANADA



H&R ARMS Co

Permit us to call your attention to our latest production which we illustrate herewith. A high grade, small bore, double barrel, hammer gun. It just fills the bill for small game, precisely what the sportsman has always wanted. It is an ideal gun for field and brush shooting. Also for ladies' use.



All the best features of high-priced guns, including checked, imported walnut stock and fore-end, 28 gauge, 28-inch barrel, standard factory loads, black or smokeless powder, weight about 5¾ lbs. 44 calibre, 26-inch barrel, 44 W.C.F. shot cartridge or 44 X.L. shot cartridge, weight about 5¼ lbs. Get this new gun in stock at once so that your line may be complete.

Our new and beautifully illustrated catalogue of 40 pages contains valuable selling points and shows our complete line. We want you to have it. Write for it to-day.

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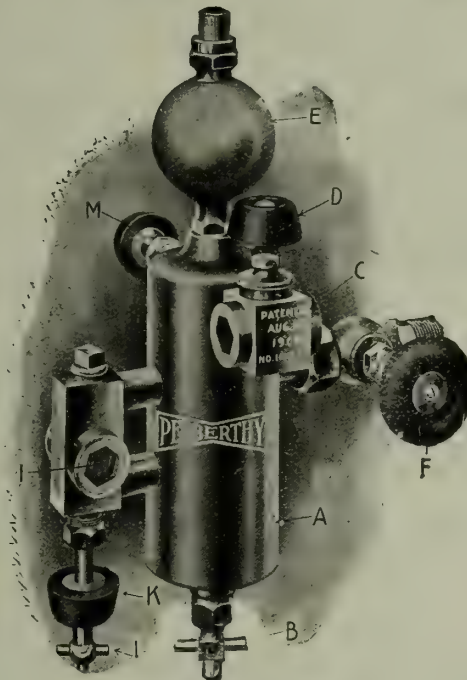
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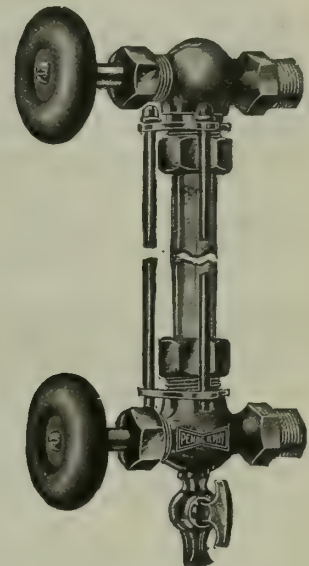
Reasonable in Price



**Long Bell Brass
Steam Whistles
with Valve.**



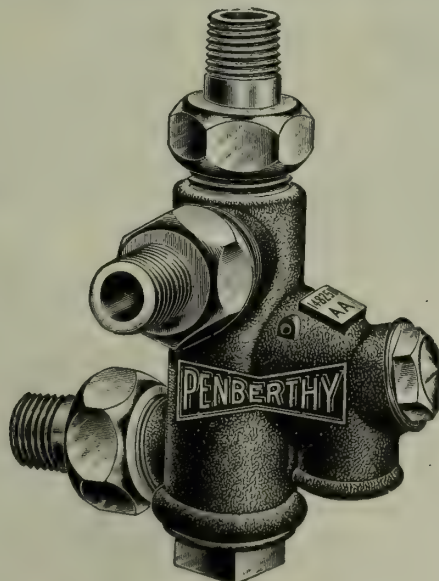
**Sight Feed
LUBRICATORS**
Single and Double Connection.



**Water Gauges,
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**Finished Brass
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Penberthy Injectors

*are simple and efficient.
They are absolutely
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*There are many imita-
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In every hardware store a profitable line to handle is

Brushes, Brooms and Woodenware

and you will find no line of these goods will sell more quickly
or will yield you better profit than that manufactured by



Thomas Bryan, Limited, London, Canada

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Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

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STANLEY TOOLS



COPYRIGHTED, 1919, BY THE STANLEY RULE & LEVEL CO.

"BAILEY" Block Planes shown herewith are the highest type of Block Planes manufactured.

Only the very best of materials and the highest grade of skilled labor obtainable enter into their construction.

In addition to being fitted with adjustable throats allowing for coarse or fine work, the cutters are adjustable both endwise and laterally.

We are now prepared to ship these "BAILEY" Block Planes from our CANADIAN WORKS, also our complete Line of Iron and Wood Bench Planes, Bit Braces, Spokeshaves and Pocket Levels, and as fast as practicable to these will be added other lines of tools shown in our catalogue—a copy of which we should be glad to send to anyone who so desires.

Address all communications to



STANLEY
RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

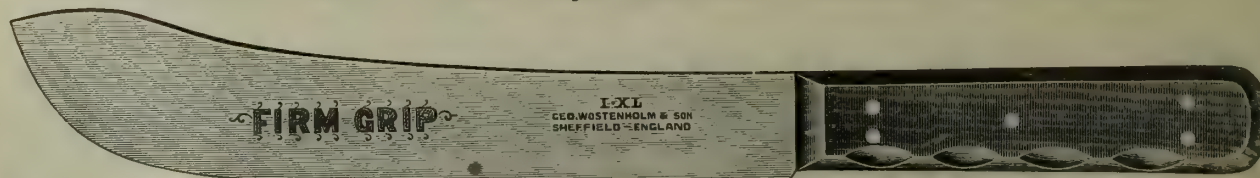


Wostenholm's Fine Sheffield Cutlery

Trade Mark

I-XL (I excel)

Wostenholm's "Firm Grip" Butcher Knives—No. 5239E



Hand forged from Double Shear Steel.

For sale by all leading Jobbers.

A. MACFARLANE & CO., MONTREAL, Canadian Representatives

Disston Levels

A DISSTON LEVEL isn't made to be merely accurate—but absolutely accurate.

Such an accomplishment is possible only by employing DISSTON methods of manufacture.

The wood receives that painstaking seasoning which only DISSTON gives. The vials are of the finest flint glass. The liquid cannot freeze. The bubble is sensitized to the slightest variation.

Blades of squares and bevels have perfectly flat surfaces—the parallels are exactly true.

Saws, Tools and Files made with the accuracy DISSTON insists upon will bring you the "accuracy-loving" customers—the kind which buy tools of the better sort.

If you have the slightest delay in getting a supply of the
DISSTON Line of Saws, Tools or Files, please
notify us.

HENRY DISSTON & SONS, INC.

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA

U.S.A.



Less effort and better results

are two features which recommend the

Connor High-Speed Washer

to the busy housewife.

Accidents cannot happen while using it, as all cog-gearing is enclosed, and it is the only machine with foot-power attachment.

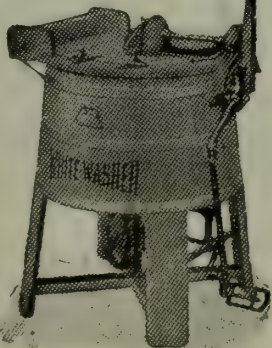
The fly-wheel which gives the power and speed is placed immediately below tub, and runs on double ball bearings.

The trade will find the "HIGH SPEED" not only the best washer but the best-selling machine on the market.

Send for booklet and prices.

**J. H. CONNOR & SON
LIMITED
OTTAWA, - CANADA**

We are willing to give exclusive control of this machine, in unrepresented districts, to live dealers.



"CANADIAN MONARCH" FENCE

Our "MONARCH" is a staple lock fence of the latest and most approved type. The strands have but a very slight kink at the lock, therefore are as strong at the lock as at any other point.

The locks, strands and stays are made of number nine wire and all the wire used is Hard Drawn Steel, thoroughly galvanized.

If you want an agency for this, also our "SAFE-LOCK" fence, which is a wrapped stay, either number nine or number twelve, write us for prices, and get our wholesale list of fences and gates with discounts.

**THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.**

**BRANDON SAFE-LOCK FENCE CO.
BRANDON,**

MAN.

White Refrig

Frost erator



No corners to "dig out."
Revolving shelves—no reaching over
to "spill things."

Enameled inside as well as
outside—Enamel baked on.

Thoroughly sanitary and perfect in refrigeration principles. It is all that a Refrigerator should be. The easiest and surest Refrigerator to sell.

Women fall in love with it as soon as they see it, because the **"White Frost"** immediately meets their expectations. Handsome, Economical, Clean, Durable.

Made entirely of metal—there is not a splinter of wood in its construction. It keeps the foods fresh, pure, wholesome. It is most economical of ice, It is quickly and easily cleaned. The whole "insides" can be taken out and replaced in five minutes.

Revolving shelves, easily adjusted.

Enameled inside as well as outside.

Not a crack nor crevice nor corner in which dirt and germs can lodge
It is very reasonable in price.

The **"White Frost"** is the Refrigerator your customers will ask for—and they will not be satisfied with any other. We know from the experience of the past five years. Will be extensively advertised in the magazines and great American weeklies. Get your orders in now and be ready to supply the demand we will send to your store.

Don't waste time with the "hard-to-sell." Just open up the **"White Frost"** and the sale will be made—more than that, every one sold will send you another customer.

Again, we say, order early. Catalogs, trade discounts and other information promptly forwarded on request.

Lewis Bros., Limited

MONTREAL

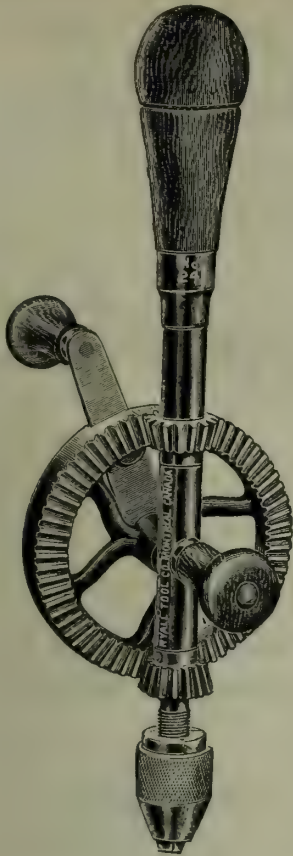
Ottawa

Toronto

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Dear Bob: Buy me a
White Frost Re-
frigerator.



No. 24

Manufactured by

Ryall Tool Company, Montreal, Canada No. 24 Hand Drill

with chuck, capacity 0 to $\frac{1}{4}$ in. for round shank drills.

Eight Drill Points Supplied with Each.

A practical mechanic's tool with wide gear for hand grip on sensitive work. Double pinions cut from rolled steel bars. Strong and assembled as accurately as watch work.

CHUCK—Nickel-plated, three independent jaws with positive grip, self centering. Will hold any straight round drill up to $\frac{1}{4}$ in.

GEARS—Are cut teeth and nickel-plated.

FRAME—Is cold rolled steel, nickel-plated.

HANDLES—Are all large for full grip, highly polished wood. Head handle has screw cap, holding eight drill points 1 to $\frac{8}{64}$ ths.

Length over all 11-in., weight 1 $\frac{3}{4}$ lbs., packed one only in a cardboard box.

Price per dozen, \$30.00 List

Write for catalogue and discount to

DECATUR, BULL & Co.

SELLING AGENTS.

MONTREAL, CANADA.

How About Your Oil-Stove Business?

¶ Are you going to keep up-to-date and clinch it with the "FLORENCE-AUTOMATIC" line, or stay in the same old rut and compel your trade to secure the "Florence" elsewhere?



NO. 3 LOW—Three powerful Burners—Oil Reservoir holds one gallon Height, 17 in. Top, 16 x 35 ins. Weight, crated, 64 lbs.

¶ The class of oil stove you buy this season decides the number of oil stove customers you will have the following season. We handle the "FLORENCE-AUTOMATIC" which is undoubtedly the best on the market. It is the stove that will give satisfaction, for it is constructed with the view of reducing and eliminating the objectionable features in other oil stoves, and the success which accompanied this endeavor eclipsed our highest aims. We have them in both the high and low styles, with either two or three burners.

¶ Try two or three NOW and place them in your window. They are a good selling line from the point of quality and profit also.

London, Toronto
Montreal Winnipeg

McCLARY'S

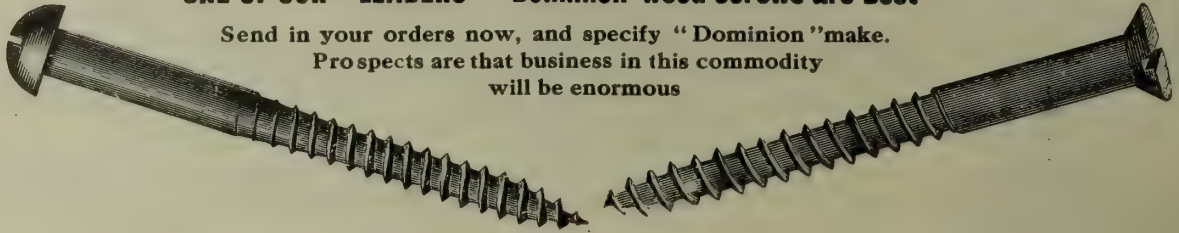
Vancouver, St. John, N.B.
Hamilton, Calgary

"WHAT'S IN A NAME"

"Dominion" stands for the best in
Wire and its products

ONE OF OUR "LEADERS"—Dominion Wood Screws are Best

Send in your orders now, and specify "Dominion" make.
Prospects are that business in this commodity
will be enormous



Let Us Make You Up a Mixed Carload

to include Barbed Wire, Galvanized Wire, Galvanized Coiled Spring Oiled and Annealed Wire,
Fence Staples, etc., and of course **"DOMINION SPECIAL"** Field Fence, **"The Landmark of the Future"**

These are a few Spring Season's suggestions

DOMINION WIRE MANUFACTURING CO., LTD., MONTREAL
TORONTO

Always specify **"DOMINION"** make

IMPORT WINDOW GLASS

G
L
A
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S

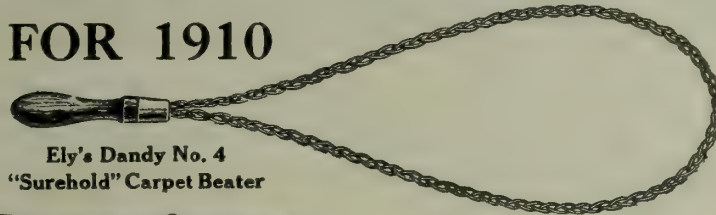
IF YOU anticipate importing this season
OBTAIN our prices, they are very low,
and we guarantee the QUALITY of our glass
second to none. PACKING—all glass will
be well packed, thus ensuring delivery in
good order. DELIVERY arranged to your
satisfaction.

G
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WRITE NEAREST OFFICE

THE HOBBS MANUFACTURING CO., LIMITED
TORONTO LONDON WINNIPEG

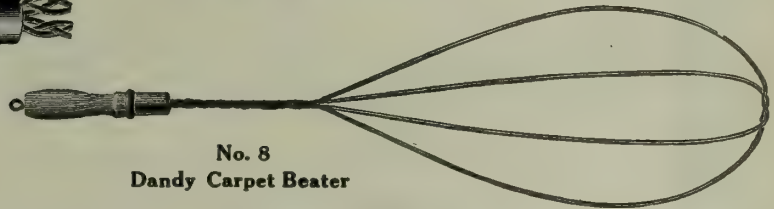
DANDY LINE OF CARPET BEATERS FOR 1910



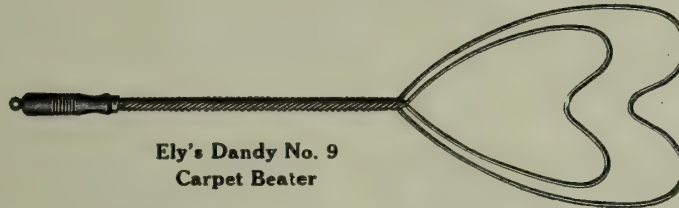
Ely's Dandy No. 4
"Surehold" Carpet Beater



"SUREHOLD"



No. 8
Dandy Carpet Beater



Ely's Dandy No. 9
Carpet Beater

Manufactured
by

THE THEO. J. ELY MANUFACTURING CO., Girard, Pa., U.S.A.

We call especial attention to our No. 8 Carpet Beater. This Beater is made of coppered steel spring wire. One of the wires passes through the handle, and is clinched at the handle so that it cannot pull out. Will last as long as dozen of cheap Beaters made from hard drawn wire. Every Beater guaranteed. A good seller at 25c. each, giving the retailer a profit of 100 per cent. We also call attention to our No. 4 "Surehold" Beater. This is the only Braided Wire Beater made with the wire the full length of the handle and clinched.

We also manufacture Rattan Carpet and Rug Beaters, Sleeve Ironing Boards, Mop Sticks, Mop Wringers, Clothes Props, Hay Knives, C C Saw Handles. Send for catalogue.

"Brantford" "Roofing"

FREE
A Series of Retail Ads.

We have had a series of roofing advertisements prepared at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads. are bound to create a strong impression in favor of "Brantford" Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing," it's time you were. Better write for our proposition.

BRANTFORD ROOFING CO., Limited

::

BRANTFORD, CANADA

Winnipeg Agents: General Supply Co. of Canada, Limited, Market and Louise Sts.

Montreal Branch: 300 St. James St., Montreal, Que.

The Bull's Eye of Perfection

REGISTERS, FACES, BORDERS

"Made in Canada"

OUR NEW PLANT

is in full working order [making
all known sizes, shapes and finishes.

Prices Rock Bottom.

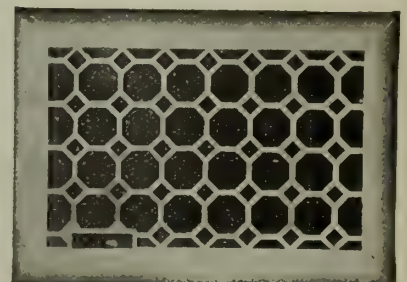
The Canadian Ferrosteel Company

Bridgeburg,

Ontario



The Moorish Sidewall Register.



The New Convex Reversible Wafer

A Live Hardware Merchant

is always on the lookout for more business. If you look at your Greening Catalog you will be surprised at the number of possible customers for wire rope in your locality; so varied are the uses of wire rope.

GREENING'S WIRE ROPE

is the best rope made. We make it in all sizes and all grades for all purposes. And remember—whenever you sell Greening's Wire Rope you can also sell Greening's Rope Grease.

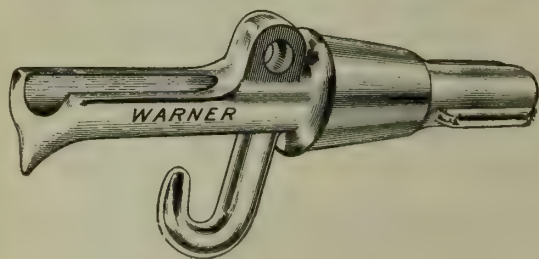
Greening's Wire Goods are sold by all the leading jobbers. Ask yours. If you haven't got the 1909 Greening Catalog, write for a copy to-day.

The B. Greening Wire Co., Limited

Hamilton, Ont.

Montreal, Que.

The Warner Sap Spout



Produces More Sap
than any other make
"Runs Sap Early and Late"

Strongly made of Tinned, Malleable Iron—will not break.
No rossing of the trees necessary—no injury to the bark.
The construction gives it a greater sap capacity than any other spout.
No wind or weight of sap in the bucket can pull the spout out of the tree.
It does not leak, and is easy to insert and just as easy to remove.
The tapering portion dams the sap hole and every grain of wood severed
is left free to run sap.

Takes a 7/16 Bit

Write for Sample and Prices

The Thos. Davidson Mfg. Co., Limited, Montreal and Winnipeg



DELIVERY CAN TRIMMINGS

For Hand Cans or Railroad Cans



We supply either seamless or bell covers, Seamless neck, Seamless breast, D handles and the famous "Samson" bottom or "Anchor" bottom, as desired.

WRITE US NOW.

McCLARY'S

London
Montreal

Toronto
Winnipeg

Vancouver
Hamilton

St. John, N.B.
Calgary

Keen Buyers

of Horse Clipping Machines

**BUY THE BEST MACHINES. IT'S MERELY
A MATTER OF BUSINESS—NOT SENTIMENT**

It really makes no difference to the hardware dealer where the machine was made. He is in business to sell *good* goods—goods that satisfy customers and bring more business. The merit of a machine lies in what it will do—how long it will last—and how much it costs.

ON THE STRENGTH OF ITS MERITS

Stewart Horse Clipping Machines

are being used by horse-owners and sold by dealers in every civilized country on the globe. One concern pilfered the idea on our Stewart No. 1. Of course, it was rather a clumsy adaption, but it was visible acknowledgment of Stewart superiority. The "counterfeit" machine resembles the Stewart in appearance—but the similarity ends right there. They couldn't steal the manufacturing process, because it may be imitated, but it is *not* equaled. Again, the Stewart has gears made of cut steel made file hard—not mere cast steel.

We fit the Stewart No. 1 with plenty of high grade flexible shaft and equip it with the famous Stewart tension one-nut clipping knife. We guarantee it to please the user better than any other machine made, or it can be returned to us at our expense and money will be refunded.

Send for details of our plan which helps dealers sell more horse clipping machines and which includes individual advertising.

CHICAGO FLEXIBLE SHAFT CO., 250 La Salle Avenue, CHICAGO



PIG IRON

BRANDS :

"Glengarnock" "Carnbroe" "Jarrow"

Prompt Shipments.

Attractive Prices.

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.



Penetanguishene, Jan, 18, 1909

The J. W. Harris Co., Ltd.
Montreal

In reply to yours of the 15th inst. regarding the two (2) "J. W. Harris Rotary Ventilators" which I got from you in September 1907, I must say that my customer is well satisfied, and he told me that they work fine and could not work any better.

Yours truly,

M. A. Gendron

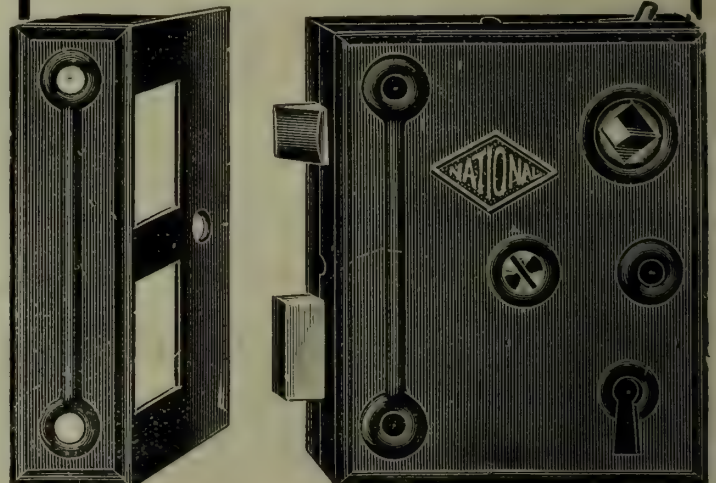
Made by

THE J. W. HARRIS MFG. CO., LIMITED

CONTRACTORS

Montreal

YOU CAN HANDLE NO ARTICLE which will do more to strengthen your hold upon the Builders' Hardware Trade than the



National Steel Rim Lock

ASK YOUR JOBBER FOR THIS BRAND

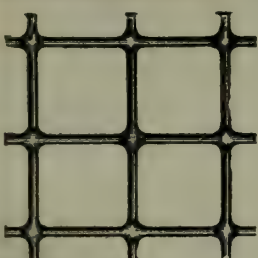
NATIONAL HARDWARE CO., Ltd.

ORILLIA

ONTARIO

CANADA

CANADA WIRE GRADE MFG. CO.
 MANUFACTURERS OF EVERY KIND OF
**Iron, Steel, Brass and
 Copper Wire Cloth**
*Crimped and Pressed Wire Work
 of all Kinds*
HAMILTON - - ONTARIO



Established 1798.



**Brass and Steel
 PINION WIRE**
 ANY LENGTHS.

**John Rigby & Sons,
 LIMITED**
 Rawfolds Wire Mills,
 CLECKHEATON, Eng.

Head Offices and Works—
ADELPHI WIRE MILLS,
 SALFORD, MANCHESTER, Eng.

Branch Works—**PARK HOUSE WIRE MILLS,**
 LOW MOOR, YORKSHIRE, Eng.

IRON and STEEL WIRE of all kinds
 from 1/2 inch to 40 inch gauge, in coils or cut lengths.

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency
 313 New York Life Building - MONTREAL

**CARRIAGE
 SPRINGS & AXLES**

**ANCHOR
 BRAND**



**THE GUELPH SPRING & AXLE CO.
 LIMITED**
 GUELPH, ONT.

BEST SELLER of the season
"DAISY"



Indoor
 Sanitary
 Earth
 Closet

Neat

Compact

All Metal

Ventilated

The Daisy is all Metal except the hardwood seat. No odors can permeate it. Easily set up and sanitary.

PRICE \$10.00

Liberal Discount to the Trade.
 Write for Descriptive Circular.

**The Toronto Furnace and
 Crematory Co., Limited**
 72 King St. East, - - - Toronto

**To
 Manufacturers'
 Agents**

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representative in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address
 Business Manager
 HARDWARE AND METAL
 Montreal and Toronto

**THE
 WHITE
 MOP
 WRINGER
 COMPANY**

offers the **Largest Line of Mop Wringers in the World.** Latest improvements. Up-to-date.
Satisfaction Guaranteed
The Best Mop Wringer

Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue.

MADE IN CANADA
**WHITE MOP
 WRINGER CO.**
 Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively



**This
 Trade Mark
 Insures
 Genuineness
 Originality
 Perfection
 Satisfaction**



Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books

"GET THE BEST"

Phone or Write

The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings,
Axle Nuts, etc., etc.

Manufactured by

P. KYLE, Merrickville, Ontario

Catalogue furnished on application

MANUFACTURERS' AGENTS.


THOMPSON & GUNN

333 Gore Avenue, VANCOUVER, B.C.

Famous "RELIANCE" Hot Water BOILERS
and "IDEAL" Hot Air FURNACES
MODERN "ALASKA" STEEL RANGES
Cooking and Heating Stoves
WRITE FOR PRICES

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S
SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webbush & Hilger, Limited, special New York
Representatives, 106-110 Lafayette Street

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed. Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

P. R. CUMMING

Manufacturers' Agent

Hardware, Hardware Specialties
Housefurnishings. Woodenware, Etc.
Car Shipments a Specialty
Correspondence Solicited
347 Pender St. W. - VANCOUVER, B.C.

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

METAL PRODUCTS.

Established 1880

NEITHER FICTITIOUS NOR EXORBITANT

ORDER AND USE

LANGWELL'S BABBITT

GEORGE LANGWELL & SON, Makers, MONTREAL

FILTERS.

Anti-Splash Tap Filters

The "Galvo" Filter and Water Steriliser

There's good money in them for hardware dealers.
We supply display cards that sell them.

Write for Prices and Sample.

The Anti-Splash Filter Co.

OWEN SOUND - - - ONTARIO

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American
Manufacturers. Correspondence invited from
firms wishing to be represented.

NAILS.

JAMES PENDER & CO., Ltd.

ST. JOHN, N.B.

Manufacturers of

Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe
Calks—Blunt and Sharp } Best in Canada
Horse Nails, Etc.

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital St. - - - Birmingham

J. M. KAINS & CO.

MANUFACTURERS' AGENT

83 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware
Specialty. Highest References.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burts, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

GALVANIZING.

GALVANIZING.

Work and Prices Right

ONTARIO WIND ENGINE & PUMP

CO., Limited

Toronto, Ont.

T. W. HEMPHILL & CO.

Manufacturers' Agents

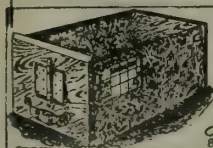
Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

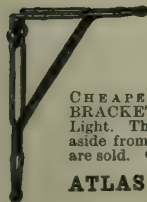
The Condensed Ads. in Hardware and Metal bring results

Goods Well Displayed are Half Sold !



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
85 Richmond St. W. Toronto.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be **NOTHING BETTER, NOTHING CHEAPER** than the **BRADLEY STEEL BRACKET**. It is well japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

SIFTERS.

GOOD PROFITS FOR THE HARDWARE MERCHANT

who sells our wooden or metallic ash sifters. They retail at 15 and 20c each.

Write for prices. We also manufacture tacks, nail and hardware specialties.

The McBrien Mfg. Co., Limited

Dovercourt - - - - - Toronto

SKATING RINK SCRAPERS.



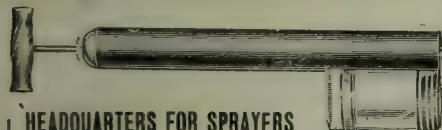
HARDWARE MEN sell the Rink in your town

ICE SCRAPER

saves time and half the labor.

JAMES & REID, Sole Mfrs.
Perth - - - Ont.

SPRAYERS



HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruits, vegetables, disinfectants.

SEND FOR CATALOGUE AND PRICE LIST
COLLINS MFG. CO. - TORONTO

SOLDER

TINKERS' SOLDER

Bars to the lb. Our Phone No. is Main 1729
We will be pleased to quote you.

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

COVERT MFG. CO., TROY, N.Y.



No. 70 Polo
The Steel Spring Snap that has a "Snap."

No. 400 King
The Snap without a peer.

STEEL TROUGHS.



MAPLE EVAPORATORS

at a price within the reach of anyone. They make first-class syrup with a small amount of fuel. A great seller. Write us. Agents Wanted

The Steel Trough & Machine Co., Ltd., Tweed, Ont., Can.

TOOLS.



ARMSTRONG UNIVERSAL RATCHET

Two inches of motion at end of handle, in any direction, will drive the drill

Armstrong Bros. Tool Co.
106 N. Francisco Ave Chicago, U.S.A

VENTILATORS.



Ventilators and Chimney Cowl
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO
Factory 55 St. Paul Street
Office 107 St. James Street
MONTREAL

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

SELL DENNIS IRON STABLE FITTINGS

There is a growing demand for them. Whenever new stables are being built or old ones remodelled or renovated, our stable fittings should be introduced. They give the stable a modern, attractive appearance, make it thoroughly sanitary and wholesome—and they never wear out.

We make a special feature of this line and quote prices that make it possible to furnish a stable in a complete modern style at a very moderate cost.

Send for Special Booklet and Price List—with terms and discounts to dealers.

DENNIS WIRE & IRON WORKS CO., LIMITED

LONDON, CANADA

Toronto Office, 103 Pacific Bldg.

GALVANIZED FENCE HOOK

For Fastening Wooden Picket Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.
Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St.,

TORONTO

J.M.T. VALVES

**Noted for their Uniformity in
High-Grade Metal and Efficiency.**

**They stand the test.
They're made to last.**

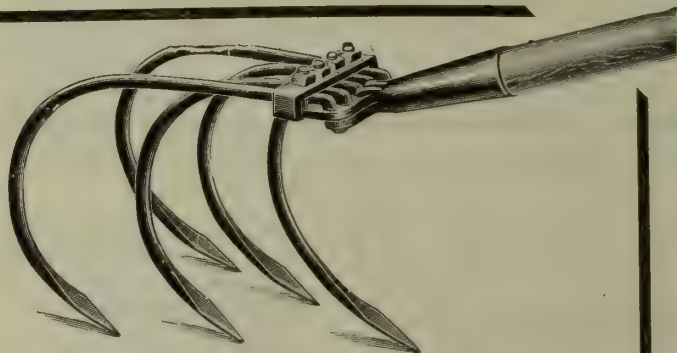
**Made in J.M.T. standard weight. Also extra heavy
for marine and other high pressure service.**

—THE VALVE TO STOCK—

The Jas. Morrison Brass Mfg. Co.

93-97 Adelaide St. West, TORONTO

LIMITED



The "BUCO" Hand Garden Cultivator

Handle, 4½ Feet Long.

The "Buco" is undoubtedly the best and most popular garden tool of the age. It's a money-maker for the dealer because it's a money-maker for the user. The work it does is unique and it's of unique quality and workmanship. The Prongs—the vital parts—are high-grade spring steel, OIL TEMPERED and TESTED. They can be easily adjusted to make a different width of tool by simply moving top plate backward or forward. Socket and plate are malleable. Handle, best ash. Finish is attractive, in green and gold, with silvered points. The demand for the tool is growing rapidly. Order stock from your jobber early to ensure delivery.

BAILEY-UNDERWOOD CO., Limited
New Glasgow, N.S.



Fig. 113

Now it won't be long until everybody is on the jump for goods.

McDougall Pumps will again be the feature of many anxious buyers. We will do our best for you, but please help us out with early specifications.

You know the quality, and if you are willing to allow us a reasonable price, nothing can keep us apart.

Catalogue and prices on application.

The R. McDOUGALL CO.
Galt, Canada

LIMITED

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of **HARDWARE AND METAL** don't fail to give box number.

Replies addressed to **HARDWARE AND METAL** boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENCIES WANTED

AN ESTABLISHED MANUFACTURERS' AGENT desires to get in touch with progressive firms wishing Montreal and district representation. A good connection with wholesale hardware and plumbers. Address Agent, **HARDWARE AND METAL**, Montreal. (6)

EXPERIENCED SALESMAN wishes to represent good house in West. Excellent credentials. Box 949, **HARDWARE AND METAL**, Toronto. (7)

MANUFACTURERS' AGENT, handling wood alcohol, shellac, glue, etc., selling to Canadian paint, oil and hardware trade in Ontario, is anxious to secure agency for firms in allied lines who wish to be represented in Ontario. F. S. Jarvis & Co., 18 Toronto St., Toronto. (8)

AGENTS WANTED.

*This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if **HARDWARE AND METAL** is given the opportunity to solve it.*

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no farther use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE - Stock of "Sterling" Ready Mixed Paints in good order. A liberal discount for immediate sale. Going out of paint business. Apply to E. S. Coppins, plumber, 371 Dundas Street, Woodstock. (10)

TINNERS' TOOLS—A snap on a set of practically new tools. In use short time. The Steele Hardware Store, Parkhill, Ont. (tf)

\$50.00 WILL BUY A 6 FT. CAST IRON CORNICE BRAKE, Moore make, in good condition. The P. Hymmen Co., Ltd., Berlin, Ont. (2tf)

BUSINESS CHANCES

STOVES, PLUMBING AND TINSMITHING Business must be sold at once. Easy terms. J. D. Murdock, Welland.

YOUNG MAN, 21 years, with four years' business experience, wants experienced partner to go into the lobbying business. Would invest in and look after office end of business. Box 951, **HARDWARE AND METAL**, Toronto. (8)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE, TINWARE AND FURNITURE business for sale. Stock and fixtures about \$5,500. Doing a good business. Good reasons for selling. Apply Box 953, **HARDWARE AND METAL**, Toronto. (8)

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MISCELLANEOUS

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GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

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USE THE BEST CARBON PAPER—"Klear Kopy" Carbon gives clear, unsmudged copies of letters and documents. Has been selected by leading government and 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog type. All dealers. Write for samples. Peerless Carbon and Ribbon Co., Toronto.

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BUYS BEST DUPLICATING MACHINE **\$75** ACME prints anything a job printer can. Complete outfit: Acme Machine, stand with type cases, drawer for accessories, 20 lb. typewriter type, chase, Acme ribbon to match typewriter, pair tweezers, galleys, key, set of reglets. Guaranteed. Acme Duplicator Co., Baltimore, Md., U.S.A. (tf)

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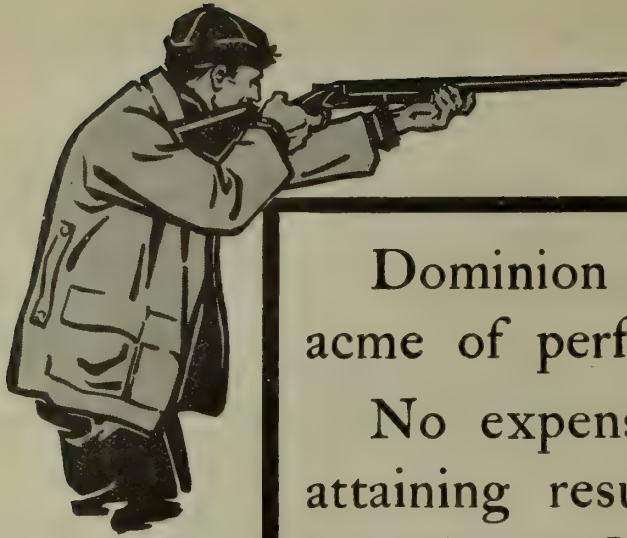
SITUATIONS VACANT

WANTED, good combination Plumber and Tinsmith, steady work and good wages for a hustler. W. C. Stearman, Vancouver, B.C.

WANTED AT ONCE—Two hardware travelers for Manitoba and Saskatchewan. Apply, with full particulars, to the Hanbury Hardware Co., Ltd., Brandon, Man. (7)

SITUATIONS WANTED

TRAVELER, experienced, open for engagement March. Maritime Provinces preferred. Box 948 **HARDWARE AND METAL**, Toronto. (7)



PERFECT PRIMERS PATTERN AND PENETRATION

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A new box free for every misfire of present product.

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KEMP'S RAILROAD MILK CANS

8 and 10 gallon cans supplied with either dome or seamless covers as required.

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Ironclad Pattern

with Drop or Stationary
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Write
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Roll-Rim Pattern

Bodies of 4 and 6 gallon cans made of 22 gauge tinned iron, 8 and 10 gallons, 18 gauge.

Gallons	4
Ironclad Pattern each	\$3.75
Roll-Rim " "	
Government stamping	20c.
Charges, net extra, each	

6
\$4.50
30c.

8
\$5.00
5.50
30c.

10
\$5.50
6.00
30c.

Labelled on cover and breast, each 25c. net extra.

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THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

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Convention at London the Greatest Yet Held

Convention Endorses the Proposal to Organize a Mutual Fire Insurance Committee—Several New Names on the List of Officers—Large Number of New Members Enrolled—The Exhibition a Remarkable Success—Travelers Attend in Large Number and Help to Make the Gathering the Most Interesting Yet Held.

Hardwaremen from all parts of Canada began heading for London the latter part of last week, and continued to arrive until Thursday, when there were between 400 and 500 on the ground, about 250 of these being retailers and 200 manufacturers, jobbers and travelers. In spite of repeated announcements, however, large numbers failed to travel on the convention certificate plan and it was a matter of doubt up to the last moment, as to whether or not the 300 certificates necessary to secure the single fare rate would be turned in. On Wednesday afternoon the number stood at 245, and as many were unable to remain for the entire convention, these early birds paid a one-third rate for the home trip, with the intention of applying for a rebate if the 300 figure was reached later on.

From Other Provinces.

One of the most interesting features of the meeting, was the presence of retail visitors from other provinces, these including: Watson Smith, Shubenacadie, N. S.; Fred C. Lariviere, Montreal; L. C. Harkness, Winnipeg Retail Hardware Association; T. W. Peart, Regina, and Leroy J. Chown, Edmonton. R. E. Hossack, of Hossack & Marion, Brown City, Mich., members of the Michigan Retail Hardware Association, was also a visitor, and with the others was extended the courtesies of the convention.

A Big Exhibition.

All previous conventions were outdone in nearly every respect, but probably the greatest advancement was in the numerous and magnificent displays made by upwards of 50 manufacturers. Several of the London firms took a keen interest in this feature, and particular mention is due to the enterprise of the two firms, who went to such expense in putting in model store front exhibits. Many late-comers had to put up with out-of-the-way locations, but all seemed enthusiastic over the success of this event. As one of them said, however, the arrangements for the 1911 exhibition will have to be as far ahead of those made this year, as the 1910 show is in advance of the 1909 display in the hotel at Hamilton. The public were admitted to the exhibits, when the convention was in session.

The Badge.

The distribution of 450 badges was a problem, which confronted the committee, but this was met by the establishment of an office in the City Hall adjoining the entrance to the exhibition. Here the delegates were lined up on

their arrival and on announcing his name, each retailer, exhibitor, or traveler was handed one of the beautiful badges, presented to the association by the Lufkin Rule Co., of Canada.

Three hundred badges were provided for members and 150 for guests, but it was early seen that the supply of the latter would be insufficient. Consequently two badges were allotted to each exhibitor and the balance were distributed to the special guests of the association and the travelers who had enrolled as associate members of the association. By Wednesday noon the supply of the blue "guest" badges was exhausted.

The "red" member badges were not all called for, but applications were received from many members who had paid their fees, and at the last minute



EX-MAYOR S. STEVELY, LONDON. whose invitation brought the convention to the city.

found it impossible to attend the convention. It was decided, therefore, that the remaining badges would be forwarded to absent members in the order in which their dues had been paid, until the supply was exhausted. Only one "member" badge was allowed to each firm, although some firms had as many as four representatives present. Ribbon badges were supplied to the additional ones.

The badge was a German silver Lufkin tape suspended from a holder, in which the wearer's name was inserted, to allow of the easy identification of the member. The tape bore a maple leaf on one side, signifying that it was "Made in Canada," and on the reverse side was "Ontario Retail Hardware Association,

London, 1910." Behind was the ribbon—white for the executive, red for the members and blue for the guests.

Convention Meetings.

The Tecumseh House was the convention headquarters, and those who could secure accommodation there, did so.

Down Richmond street a block was the Masonic Temple, where the convention meetings were held, and a few doors farther on was the City Hall, where the exhibits were.

The Tuesday session started off with a swing, the mock sale, and addresses being fully appreciated by both the retailers and the travelers, who were present. Then the "smoker" got everyone feeling friendly and willing to grasp the hand of anyone with a badge, and if there was anything lacking in any of the later proceedings, it was the fault of the delegates, as the officers had done all they could to get the crowd together and give the greatest convention yet, a bumper start.

There were disappointments, of course, the chief one being the uncertainty regarding the securing of the 300 names necessary to secure the free trip home. Then the absence of Sharon E. Jones, of Richmond, Indiana, who was down to lead the "question box" discussion, made it hard for the committee to make the most of this feature.

The Songs.

The hardware songs caught on at once, and Londoners soon learned that hardwaremen have lungs. The hardware yell, which secretary Wrigley dreamed one night last summer was heard everywhere, while the "Yip," and other songs were sung from before breakfast time until it was about time to eat again the next morning.

TUESDAY AFTERNOON.

A crowded hall promptly at the hour of 2.30 p.m., Tuesday afternoon, gave evidence of the keen interest in the business which the convention had for consideration that afternoon.

Ald. Eckart was heartily received as he rose to welcome the members and friends of the Ontario convention. "We want to make London an ideal Convention City," he said, "and we will do all in our power to make your visit a pleasant one."

The civic welcome was supplemented by Col. Gartshore, who briefly and forcefully congratulated those present on the prospects of a profitable convention. On behalf of the London Club and the Y.M.C.A., Col. Gartshore tendered the hospitalities of these institutions to the visitors in the city. His reference to the

presence of visitors from western Canada, the maritime provinces and Michigan was warmly applauded.

President Brocklebank's brief reply was endorsed by the big chorus which sang in robust voice, "They are Jolly Good Fellows."

Ex-mayor Stevely, who invited the association to London, while convening in Hamilton last year, thanked those present for their appreciation of the hospitality already shown, and expressed the hope that more would be done for them before the closing day.

Minutes of Last Meeting.

President Brocklebank next called for the minutes of the fourth annual convention held in Hamilton, and upon the motion of A. W. Humphries, and seconded by J. R. Hambly, they were accepted as read.

The secretary moved that the president's address and the secretary's report, which were already in printed form in the hands of those present be referred to the resolutions committee. This was seconded by F. W. Otton, Barrie, and carried.

PRESIDENT'S ADDRESS.

Gentlemen,—In addressing you at our fifth annual convention, I must first of all tender to you my heartfelt thanks for the honor you conferred upon me a year ago by electing me to the presidency the highest office in your gift. When I look around me and into your faces which at this moment are beaming with brightness and intelligence, and when I think of the many bright and able men distributed throughout the length and breadth of this fair province who are engaged in the selling or rather the distributing of hardware, stoves, etc., and when I to some small degree contemplate the power they exercise in their respective communities and thus in the whole land, is it any wonder that I feel proud of my position as president of the Retail Hardware and Stove Dealers' Association of Ontario.

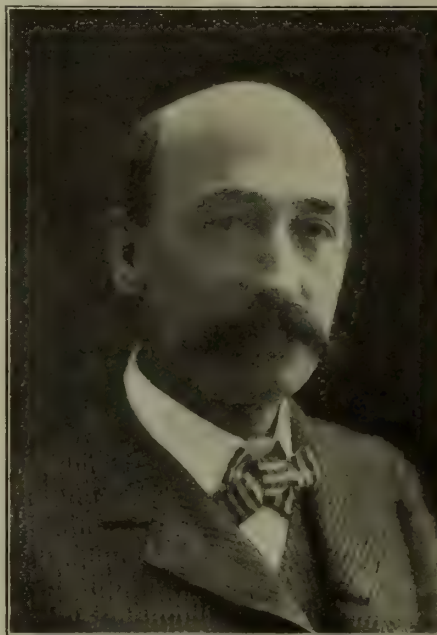
The duties and responsibilities of the president which appear arduous and great are very much relieved and mitigated by the able executive council you selected. Mr. Wrigley, our secretary, spares not himself either in time or expense. He has been our secretary since the inception of the association and, like the good captain, guides his boat through the calm waters as well as through the roaring waters of the breakers safely to the port of entry, so with our association Mr. Wrigley year after year guides us safely to our port of convention.

A Free Forum.

Although we feel we have not done everything we might have done, yet when we see gathered together such a body of men as is before me, we realize that there is something doing that interests us, that there are some needs and wants that require attention. They are many

and are constantly cropping up. Before the close of this convention as opportunities present themselves, I trust each of you will thus avail yourselves and make known as concisely as possible your desires. Full and free discussion will be expected. As you will observe by our programme, speaking must necessarily be short, but I hope everyone will take advantage and give you ideas and opinions upon all subjects that engage our attention.

We are assembled here primarily as our constitution suggests to promote, foster and encourage the upbuilding and strengthening of our association. We are here to aid and help one another in our business relations, to gather better ideas of doing our respective businesses, to interchange thoughts, plans, methods and suggestions that will be to the betterment of our positions in life. We are



COL. W. M. GARTSHORE, LONDON,

who acted as host to the visitors at the McClary Foundry Plant.

here to get acquainted with one another, and we are here to strengthen our hands against any force which has the appearance of interfering with our rights as hardwaremen, and to fight with all our might against any who dare to encroach upon our liberties.

Our association is made up of a body of men that commands respect and attention and if fair play is not meted out to us we will not only be heard from but will have to be reckoned with. In fact, there will be something doing.

Questions for Consideration.

Are we getting all that is due us from the express companies, from the railway companies, from our legislative halls, from our country and municipal halls? I think not, and to these and many other important questions will our next execu-

tive have to deal and it behooves us to be wise in our choice. I will not further refer to these matters, but as suggested before, trust you will avail yourselves at the opportune time to have them introduced and fully discussed and disposed of by way of motion or the appointment of committees to deal with them.

We will again as at former conventions devote some time to the Question Box and through this medium many matters of interest will be introduced and followed by valuable discussion.

Do we as distributors of hardware and stoves fully realize and appreciate the value and importance of our positions as citizens in the fairest province of this great Dominion of Canada which is just now emerging forth and aspiring to be one of the great nations of the world? The ministers of the gospel, the professors in our universities and colleges, the teachers in our high, public and separate schools, the editors of our newspapers and journals all assist in the diffusing and disseminating of knowledge and learning which tend to the uplifting of our citizens and which goes in the making of a nation great. But what of us, we retail hardwaremen, in fact all retail merchants, are we not great distributors of knowledge and valuable information, in fact, are we not a veritable "bureau of information" in every centre be it great or small? Whilst the former spend a few hours on some days of the week, but not every week of the year in close application, what about the hardwareman who begins at seven in the morning, works all day, every day in the week, and every week in the year, closely applying himself in the business of disseminating knowledge pertaining to his wares and to the many other things in general, to the general public? We sell them goods, true, to make money, but we must fully explain minutely all the ins and outs of the article presented. We must be in a position to give our opinion intelligently on a thousand and one different matters, which arise among our customers. Hence are we not one of the great educational systems of the country?

Many of us have come up to this beautiful city far distant from our places of business to attend this convention, realizing after attending in former years that we were in very many ways much better fitted to conduct our work at home. We are always looking forward to the next one. We have also come here that we might have the pleasure of meeting the jobbers and manufacturers with whom we have been transacting business.

Business Men in Parliament.

Another matter I have on my mind is do we as business men take sufficient interest in public affairs of our country? Our business relations with the public are such that we are brought into close connection and may know more of the needs and requirements than many who aspire to be members of parliament. In

fact if our Houses of Parliament were composed of more plain business men and farmers, it might not take nine or ten months of the twelve to conduct the business affairs of this country at a tremendous cost.

In the Exhibition Hall and the City Hall Arcade, so kindly given us by the



D. BROCKLEBANK, Arthur,
Retiring President.

City of London, will be seen perhaps the greatest exhibit and collection of hardware and stoves ever gathered together in this country. The manufacturers of hardware and kindred lines have certainly contributed very liberally to the making of this convention a grand and valuable success. We very much appreciate their efforts. Of course, kind words will not repay them for the expense incurred. To show them in a slight but tangible way our appreciation, perhaps it would not be asking too much from our members to reciprocate by placing, if goods are needed, orders large or small with their representatives. You will see many new lines of goods, many improvements in the old lines. You will also see by the neat arrangement how every piece displayed can be seen at a glance, thus teaching us a valuable object lesson in the exhibiting of goods in our own stores and store windows.

The Montreal Excursion.

The introduction of a summer trip was a new feature in our association this year and was not only very delightful but an intellectual treat for those who participated. The committee on entertainment appointed by the Montreal jobbers and manufacturers gave us no rest from the time we left Toronto. Every moment after our arrival at Montreal was taken up in showing us through some of their great factories, their large hardware jobbing houses, their beautiful parks and drives. The visit to the beautiful and wonderfully well arranged retail store of Lariviere, Incorporated,

was one never to be forgotten. The sail through the Montreal harbor, in and out of its great docks, viewing its immense wharves and warehouses, seeing many ocean liners lying at anchor, and being filled with goods of Canadian manufacture to be exported to foreign countries and hearing of its immense capabilities as explained by Mr. Stevens, chairman of the Montreal Harbor Commissioners, was well worth the whole expense of our trip. We hope the executive council for this year will in their judgment be able to arrange a similar outing for the association next summer.

One of the results of our association has been the better acquaintance formed with our wholesale and manufacturing friends. We are learning that they are not only looking for our dollars, but that they are also interested in our welfare and are co-operating with us for the betterment of our business. I feel that perhaps in their largeness of heart the hospitality extended to us has been more expensive and lavished with a freer hand than was expected. We do not wish to wear our welcome out. We all want to come back to London. We all surely would like to go back to Hamilton and meet our whole-hearted friends there, and from what I have said and from what you have read in Hardware and Metal, so ably describing and depicting our Montreal trip, certainly everybody, ladies and all, would like to go back to Montreal.

Mutual Fire Insurance.

I would ask your careful consideration on the advisability of forming a Retail Hardware Mutual Fire Insurance Co.

This subject has demanded the attention of your executive since the formation of our association, a committee being appointed at our first convention in Toronto four years ago with Mr. Peart as convener, who has been gathering data and studying this question in all its phases. He has the matter now well in hand and no doubt will give you all information. I trust the committee's report will meet with your approval and that the day is not far distant when we will be able to place a part if not the whole of our insurance in The Ontario Retail Hardware Mutual Fire Insurance Company.

Now just a word as to the work of this convention. It is your convention. Make the most of it. We have lots to do. Take advantage of your opportunities. Let there be full and free discussion on all questions. Every one here has as many rights as any other.

Our association has a great future before it. There is distributed throughout this province in the hardware business a band of loyal men good and true, about a thousand strong, who when they have joined our association, entered our ranks and partaken of its helps and benefits will be a power. I trust and hope the day may not be far distant when more of the members of our association will

spend a few of the winter months in our Parliament or Legislature.

I cannot close without reference to the many acts of kindness shown me by my colleagues on the executive council. During my four years as a member of that council they have always been very considerate, and although our ideas in many cases differed, yet our deliberations have been tempered with good feeling and harmony prevailed.

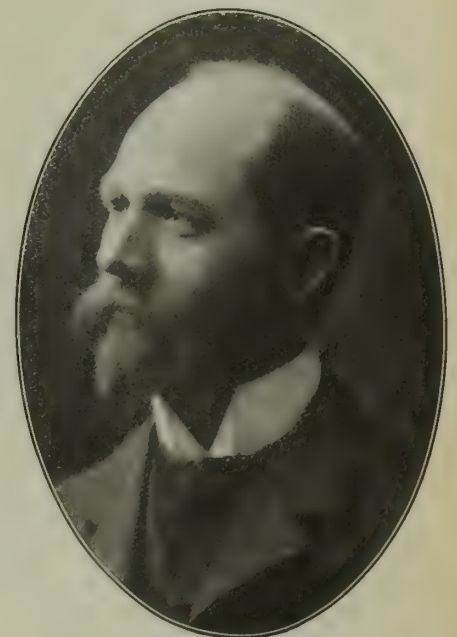
Before closing let me also make mention of our god-father, Col. J. B. MacLean. He assisted us in our infancy through the pages of Hardware and Metal, until we have now come to the full stature of men. He has our best wishes and we hope he may long be spared to come to our conventions.

And now finally, gentlemen, the convention is your and again I say make the most of it.

D. BROCKLEBANK.

SECRETARY'S REPORT

Gentlemen,—Beginning with the convention at Hamilton a year ago the association has moved forward more rapidly than in any previous year. Up till a year ago there was a doubt in the minds of many as to whether the association was to succeed or not. The Hamilton convention made the permanency of the organization certain, but if further evidence is desired by any pessimists this



D. CINNAMON, Lindsay,
Elected President.

London gathering should settle all doubt on that score.

Jobbers and manufacturers now recognize the association as an organization which can be made a power of good for the trade as a whole, and travelers who formerly "knocked" the association as "a bunch of little fellows who don't amount to much" are now advising their

customers to join the association and help make it a success. This change of attitude, and the friendly assistance of many of the traveling salesmen, is one of the encouraging developments of the past year.

What seems to be required most is cautious and conservative leadership. In

ber enrolled in order to secure the benefits of our collection department, which is now being used by about 140 members. About a score more were secured by travelers and members as a result of a personal canvass. Forty travelers have enrolled as associate members as a result of the change in constitution made at the Hamilton convention.

District Associations.

Little has been done in the way of organizing district associations during the year, but Toronto and St. Catharines retailers have followed the example of Ottawa and Barrie. There also seems to be a desire to organize district associations in New Ontario and other parts of the province, but our experience has been that members enrolled by traveling organizers are usually the ones who drop out from non-payment of dues. Consequently it is felt that rather than hire

It also provided an opportunity to include the wives and daughters of members in the benefits of our association. But probably most important, from an organization standpoint, was the prestige gained and advertising secured by the association, together with meeting the wholesalers and manufacturers of Montreal, who entertained us lavishly. Their impression of our organization and the lasting friendships we made with them must result in strengthening our organization. The trip, too, was made without expense to the association as the cost for printing, etc., was more than covered by the contribution made by the hotel selected as headquarters. Many members have urged that the excursion be made an annual event, but in my opinion such a trip would be too expensive to be arranged every year. I would suggest a trip to the "Soo" by boat in 1911.

Milwaukee Convention. — Vice-president Madole and the secretary attended the convention of the National Retail Hardware Association at Milwaukee last May and were given a hearty reception. The most interesting meeting was the gathering of all the secretaries of the various State associations. Some valuable pointers were learned here, some of which are being adopted in our own association. We have also been able to help our sister associations across the line by securing information regarding the workings of the parcel post system in England.

Plans Worth Considering.

A plan for extending the membership successfully adopted in the western



WESTON WRIGLEY, Toronto,
Re-elected Secretary.

our growing power and increasing prestige we can afford to "make haste slowly" on matters which come before us for attention. With the retail trade of the province behind us we will gain our point on any question in which right is on our side. But we must realize that as yet our membership only includes about thirty per cent. of the hardware trade in Ontario.

Mutual Insurance—The increase of our membership is the most important question before us and in connection with this problem nothing is of more importance than the establishment of a mutual fire insurance company. The report of the Mutual Insurance Committee to be presented to this convention should receive serious consideration, as the success of this branch of our work will mean direct cash savings to each member and easily mean the doubling of our membership within two years. In Pennsylvania the Retail Hardware Association increased its membership from 94 to 500 in one year as a result of a mutual insurance campaign.

Membership—During the past year we have added 87 new members, but over 40 have been struck off owing to non-payment of dues, business changes, etc. The loss in this respect has been far smaller than in previous years, however, as few who attend any of our conventions withdraw except they go out of business.

Forty-three new members were enrolled at Hamilton convention and there should be a larger enrollment at this meeting. Eight joined as a result of the excursion to Montreal and a similar num-

THE NEW OFFICERS.

President, D. Cinnamon, Lindsay.
First vice-president, R. C. Chown, Belleville.
Second vice-president, M. S. Madole, Napanee.
Treasurer, John Caslor, Toronto.
Secretary, Weston Wrigley, Toronto.

Executive Committee.

W. F. Macpherson, Prescott.
R. H. Blackmore, St. Thomas.
C. W. Conn, Tillsonburg.
W. A. Rankin, Ottawa.
H. Occomore, Guelph.
W. J. Bell, Beeton.

Auditors.

J. W. Peacock, Toronto.
S. M. Burt, Toronto.

Mutual Insurance Committee.

D. Brocklebank, Arthur.
A. Ballantyne, Brantford.
J. Walton Peart, St. Marys.

Joint Committee.

J. R. Hambly, Barrie.
W. W. Bennett, Gananoque.
S. L. Adolph, Listowel.

Next Convention.

Left in hands of incoming executive committee.

organizers to form district associations better results will be secured in concentrating upon obtaining mutual fire insurance. Then local associations are apt to drift away from the educational aims of our provincial organization, by entering into price agreements. For instance, in the City of London, where we are now meeting, there was several years ago a local association along these lines. Disagreements soon arose, however, and so disgusted were the local retailers with their experience that up to the opening of this convention not a single hardware and only one stove dealer in the city had joined our association.

Montreal Excursion.—The excursion to Montreal last August did much to cement the bonds of friendship between those members who were able to participate.

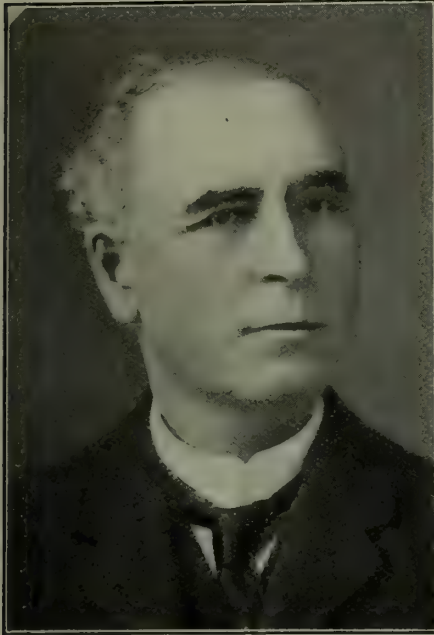


R. C. CHOWN, Belleville,
Elected 1st Vice-President.

States is to divide the State into districts and have a member spend one week in each year canvassing for new members.

A similar plan is found to give splendid results in Ohio where an Advisory

Board of 21 members, one from each congressional district, assists the executive committee. In this way merchants in every part of the State are given work to do, particularly in taking up matters of legislation with the local member. Such a plan would also assist in increasing the membership. In this connection



M. S. MADOLE, Napanee,
Re-elected 2nd Vice-President.

it might be mentioned that Ohio is said to have the best conducted hardware exhibition in the States and I would suggest that next year's president and treasurer attend the Ohio convention which is to be held at Toledo the last week of this month.

Hardware Exhibition.—Our first experience with a trade exhibition was at the Hamilton convention a year ago when 33 firms made exhibits under unfavorable circumstances in a hotel. This year over 50 manufacturers are making displays in the City Hall and their attendance here is undoubtedly a great factor in making our convention such a success. The exhibitors are deserving of the support of our members and I would urge that a close study be made of each display as there are special lines exhibited for which profitable agencies can be obtained.

Future Work.—The finances of the association are in a good condition and there should be a balance to the good of considerably over \$1,000 after all expenses of this convention are paid. Considerable expense, however, will be incurred in organizing a mutual fire insurance company.

Our work is branching out in many directions and it is evident that more work will have to be done by committees to divide the increasing labor of the organization. It is only a question of time before a secretary will have to be en-

gaged to give the bulk or all of his time to association work.

Visitors From Other Provinces.

The attendance at this convention of hardwaremen from New Brunswick, Manitoba, Saskatchewan, Alberta, and possibly other provinces, suggests the advisability of amending our constitution in order to allow such firms as desire to become members to do so. We are, of course, only too glad to extend all the privileges of our convention to retailers from other provinces who attend our annual meetings, as the benefits of meeting each other are mutual, but in provinces where there are no provincial organizations some firms may desire to join with us until such time as they have a provincial association of their own.

Interest is increasing and a closer bond is being developed between members as they get to know each other better. More members are writing the secretary than ever before, and still more would write

RAILWAY CERTIFICATES.

On Thursday morning it was announced that over 300 railway certificates had been handed in, and that a free return ticket would be available for all who brought certificates. In the meantime, however, two or three dozen had returned home, these paying one-third rate for the return trip.

All who paid this one-third rate for the return journey should at once apply to the railway companies for a refund of the amount paid. Have the local ticket agent certify that a convention certificate was purchased by you, and then have him forward your claim for a refund of the amount paid for the return trip.

occasionally if they knew how much it assists in his work. While commendations are appreciated, criticisms or suggestions are even more valuable. If the Ontario association is not doing all every member thinks it should, I hope to hear the suggestion given during this convention, or receive it in a letter after our meeting is over.

WESTON WRIGLEY.

EXECUTIVE COMMITTEE'S REPORT.

The executive committee next reported through Secretary Wrigley, and without discussion, the report was also referred to the resolutions committee. It read as follows:

Gentlemen,—Your executive officers beg to report that during the past year three meetings were held, on Good Friday, and Thanksgiving Day in Toronto,

and in Montreal, at the time of the excursion to that city in August.

Cartage Charges.

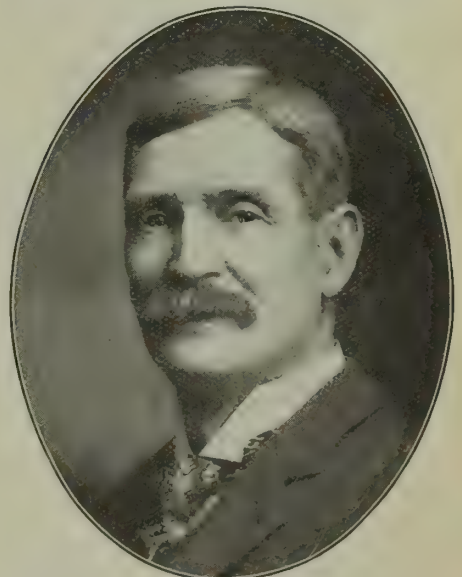
As instructed by the Hamilton Convention your executive notified the various wholesale hardware houses that our members were determined to refuse to pay cartage as a special charge at point of shipment. We secured a supply of rubber stamps and supplied them to members, but our campaign was not entirely successful owing to our lack of numbers. We recommend that this matter be referred to our representatives on the joint committee to be dealt with by them during the coming year.

Mutual Insurance.

After taking the matter up with G. C. Wilson, M.P.P., Dundas, it was found impossible to prepare legislation to present to the Ontario Legislature during its last session. Your committee, therefore, gathered data from the hardware mutual fire companies in the United States and had several conferences with representatives of the Canadian Manufacturers' Mutual Fire Companies. A meeting was then held with Insurance Inspector Hunter and, on receipt of an unfavorable reply from him, an effort was made to arrange an appointment with Attorney-General Foy, but without success. We urge careful attention to the report of the Mutual Fire Insurance Committee and suggest the appointment of a small special committee to continue this work to a successful conclusion.

Trade Grievances.

We are pleased to report that no complaints of importance were brought be-



JOHN CASLOR, Toronto.
Re-elected Treasurer.

fore us by members during the past year. It is evident that our association is having an influence for good in the trade.

Division Court Act.

No progress has been made in securing the adoption of an amendment in the Legislature making it possible to

garnishee wages for sums under \$25. We recommend the adoption of a resolution to be sent to Sir James Whitney, drawing his attention to the hardships merchants suffer under existing legislation.

White Lead Marking.

The manufacturers of white lead have declined to change their system of mark-



J. W. PEACOCK, Toronto,
Re-elected Auditor.

ing an inferior second grade lead as "No. 1." We recommend the adoption of a resolution to be sent to Sir Wilfrid Laurier drawing his attention to this misleading method of marking lead.

Incorporation of Association.

Your committee finds that it would cost upwards of \$200 to become chartered as an incorporated association and recommends that as the organization of a mutual fire insurance company is likely to require considerable of our funds during the coming year, that no action be taken regarding incorporation of the association at present.

Membership.

Your committee is able to report a very satisfactory increase in membership during the year with a corresponding betterment of the finances of the association. The admittance of travelers as associate members has also proven to be a satisfactory experiment. In the competition for the suit case we find that J. E. Turbaine (Lewis Bros.), S. E. Waffle (Alex. McArthur & Co.), W. B. Screaton (McClary Mfg. Co.), and Thomas Wright (H. S. Howland & Sons), have all enrolled one or more members but not sufficient to win the prize, five having been set as the minimum. In the competition among the members we find that John Caslor, Toronto, has enrolled fourteen new mem-

bers; J. R. Hambly, Barrie, fourteen, and R. C. Chown, Belleville, eight new members. Other members who have enrolled one or more members are D. Cinnamon, Lindsay; D. A. McNab, Orillia, J. B. Carsecallen, Dresden; Fred W. Otton, Barrie, and Reg. G. Scott, Forest.

Honorary Members.

Your committee recommend that the convention ratify the executive committee's action in electing Fred C. Lari-viere, Montreal, an honorary life member of the association, and in presenting him with an illuminated address, for his many services to the organization, particularly during the excursion to Montreal.

Convention.

The success of this convention indicates that no mistake was made in accepting the invitation of the McClary Mfg. Co. and the City of London, to hold our fifth annual convention in the Forest City. In this connection, we recommend that the resolutions committee suitably express our thanks to our London hosts, the firms who have made exhibits, and the donors of the handsome badge we are wearing.

Railway Rates.

Your executive during the past year have had considerable controversy with the Railway Passenger Agents Association, and the Convention Certificate plan is the best we could arrange for this convention. This plan is unsatisfactory from many standpoints and we suggest that the new executive continue the negotiations we have conducted during the past year for a straight single fare rate.

Freight Traffic Bureau.

Your committee recommend that the new executive consider the establishment of a freight traffic bureau to assist members of the association in handling claims for overcharges, damage of goods, etc.

Program.

Your committee recommend the adoption of the program drafted for the convention, with the addition that a group photo be taken Wednesday at 12 noon, weather permitting.

FINANCIAL STATEMENT FOR 1909.

Secretary's Report.

Receipts—

Membership fees	\$ 564.00
Travelers fees	26.00
Collection department	46.00
Supplies	11.75
Convention exhibit fees	325.00
St. Lawrence Hall Hotel, Montreal	50.00

Total

Disbursements—

Paid to treasurer	1,022.75
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Treasurer's Report.

Receipts—

To cash balance, Dec. 31 1908 \$	114.11
Received from secretary	1,022.75

Total

Disbursements—

Secretary's office expenses	138.30
Executive travelling expenses ..	222.80
Job printing, etc.	139.45
Honorarium to secretary	100.00
Convention expenses	152.35
Organizing expenses	43.50
Legal expenses	15.00

Total

Cash balance on hand

1,136.86

Standing of Association.

Assets—

Cash on hand, Dec. 31, 1909...\$	326.46
Saleable stock on hand	18.00

344.46

Liabilities—

None

Audited and found correct.

J. W. PEACOCK.

S. M. BURT,

Auditors.

Toronto, Feb. 1, 1910.

Association has a Surplus.

Secretary Wrigley supplemented the treasurer's report to the effect that while the auditors' report showed a balance to the good of \$334 at the first of the year, the receipts since New Year's had amounted to about \$1,200 from membership fees and charges for space in the Exhibition hall. After paying all ex-



R. H. BLACKMORE, St. Thomas,
Elected on Executive.

penses after the convention there should be a balance to the credit of the association of between \$1,200 and \$1,500, so that the organization was in good shape to enter an active campaign for mutual fire insurance.

Committees Appointed.

The names of those composing the new resolutions committee were read as follows: R. C. Chown, Belleville; W. F. MacPherson, Prescott; W. W. Bennett, Gananoque; J. E. Westcott, Ailsa Craig, and D. A. Macnab, Orillia. This com-



W. F. MACPHERSON, Prescott,
Elected on Executive.

mittee was accepted with power to add to their number.

On motion of M. S. Madole, Napanee, and J. Douglas, Wroxeter, the following were elected as the nominating committee: A. Ballantyne, Brantford; A. W. Humphries, Parkhill; J. R. Hambly, Barrie; C. W. Conn, Tillsonburg; R. H. Blackmore, St. Thomas; G. A. Binns, Newmarket; S. B. McClung, Trenton.

Arrangements for Banquet.

An announcement was made at this point of the proceedings regarding the banquet held on Thursday evening. All the members of the association were guests of the local committee and complimentary tickets would be supplied to them first. All tickets after these were supplied would be available for travelers and exhibitors. The largest banquet hall in the city had been secured in the Tecumseh House, and elaborate plans prepared for its success.

Presentation to Mr. Lariviere.

F. C. Lariviere, Montreal, was called forward and presented with a framed illuminated address, conferring upon him honorary life membership in the association. A. W. Humphries, Parkhill, as first president of the association, made the presentation on behalf of the association, recalling the many incidents in which Mr. Lariviere had been of assistance to the association.

Before Mr. Lariviere could speak in response he was greeted by "He's a Jolly Good Fellow," sung by several hun-

dred lusty throats. "This is the first time I ever felt feeble," Mr. Lariviere began as he thanked them for the life membership and the honor that had been given him. He explained that what had been accomplished in the past had simply been the result of co-operation. He had studied the policy of co-operation and had been impressed with its fruitfulness. The secret of successful conventions was the hearty co-operation of all concerned. What he had contributed to the welfare of the association, he said, came from his own experience and this was the great school through which every one was developed. He made a plea for greater co-operation between employer and employee. "You want the ability and knowledge of your clerk and not simply a machine as a helper for the development of your business. Let your employees teach you if they can and don't resent it," was the earnest appeal of Mr. Lariviere.

He further remarked that the science of salesmanship was in great need of development. There are many barns throughout the country, which he had noticed unpainted. It would be salesmanship to show the farmers that it would pay them to get their barns painted.

Suit Cases for Two.

The prizes given for those registering the largest number of new members were won by John Caslor, Toronto, and J. R. Hambly, Barrie. In response Mr. Caslor said he was gratified with the manner in which the merchants with whom he had communicated had become interested in the association. "We want an association and we need it badly. I have always been a believer in an association and I want it to continue to grow, since the larger we grow, the greater will be our power."

Mr. Hambly made a strong plea for the members to keep in close touch with the executive, and any suggestions regarding the work of the association would be gladly received.

The Mock Sale.

The mock sale was a feature of peculiar interest and profit. E. B. Westwood, Toronto, using one of the Moffat Co.'s ranges, acting as salesman. It was evident that Mr. Westwood believed in making a thorough study of the article for sale as he thoroughly explained every feature of the stove he was endeavoring to dispose of to C. W. Conn, Tillsonburg, who acted as buyer. Some humor was thrown into the event when Mr. Peart asked, "I suppose you will throw in a tea kettle," and again when Mr. Westwood made the quick retort to a question that the inside of the tin-lined door would not rust because it would soon become too greasy to rust. The general verdict was that Mr. Westwood had succeeded in making his sale.

Following the mock sale two thoroughly appreciated addresses were delivered

by Milton Bergey, Toronto, the Ontario representative of the Sheldon School of Salesmanship, and W. J. Irvine, of the National Cash Register Co., Toronto. Both of these addresses will be reproduced in the columns of Hardware and Metal.

During the afternoon choruses from the song sheet were interjected from time to time, helping to enliven the proceedings and make them more enjoyable. J. S. Weichel, Elmira, also rendered a medley which was much appreciated, A. E. Westman, London, assisting at the piano.

The meeting adjourned at 5.40 p.m.

TUESDAY NIGHT.

The smoking concert in the City Hall on Tuesday night was an eyeopener to both exhibitors and retailers, there being two solid hours of fun between 8.30 and 10.30 when the orchestra played its final selection.

The hit of the evening was the appearance of and the music rendered by the "Kazoo Band," an aggregation organized by employees of the McClary Foundry Co. Dressed in "rube" costumes and performing on instruments made out of galvanized tubs, dustpans, and other products of the McClary tinshop, these accomplished musicians held their own with the trained Italian orchestra, the latter performing in one gallery and the former locating themselves at the other



W. A. RANKIN, Ottawa,
Elected on Executive.

end after parading the Exhibition Hall several times. The orchestra and band alternated in the fun making, with excellent help from the hardware quartette, S. M. Burt, Toronto, and J. S. Weichel, Elmira, particularly distinguishing themselves in the singing end of the program. The most popular song was "Yip, the

hardware trade," this catching on from its first rendition.

Both exhibitors and retailers agreed that the "free and easy" evening was a remarkable success and better all-round than a formal theatre party, inasmuch as it gave the exhibitors and retailers an opportunity of getting acquainted at the very beginning of the four days' program.

WEDNESDAY MORNING.

The Wednesday morning session opened at 10 a.m. with a short talk by F. C. Lariviere, Montreal.

The introduction of the insurance question opened one of the most profound and interesting features of the convention. The report of the mutual insurance committee was presented in full by J. W. Peart, who had spent much time and labor gathering the valuable information contained within it. It read as follows:

MUTUAL INSURANCE COMMITTEE REPORT.

Gentlemen,—Your committee on mutual insurance beg to report as follows:

It will be remembered that three years ago a committee was appointed to look into the matter of organizing a Mutual Insurance Company, along lines similar to those operating in connection with the Retail Hardware Associations in the United States. This committee was instructed to investigate along two lines.

1. To attempt to make a preferential rate for members of the association with some existing line company.
2. To investigate the possibility and the advisability of organizing a mutual company of our own.

The former plan was considered not to be feasible as the consensus of opinion of the different line companies seemed to

be that were they giving us special rates on account of insuring through our secretary their own agents would have a just cause of grievance against them. There was also a feeling among the members of the Association that an arrangement of this kind which would tie us down with our whole insurance to



C. W. CONN, Tillsonburg,
Elected on Executive.

one company would not be desirable. We were left then to pursue our investigation along the mutual line. At the beginning, however, we met with no encouragement from the laws of this province, which strictly forbid the organization of mutual fire insurance companies to undertake mercantile or manufacturer's risks.

We quote extract from a letter from Mr. Hunter to the dept. of insurance as follows:

"Under the law of Ontario a mutual fire insurance company cannot be incorporated except in the manner and for the purposes prescribed by the Ontario Insurance Act, unless, of course, the company is incorporated by a special Act of the Legislature of Ontario. Before a mutual fire insurance company can be incorporated under the Ontario Insurance Act, it must (under 2-Edward VII, chapter 12) section 22 (1), be shown to the satisfaction of the Minister in charge of the Dept. of Insurance for Ontario (the Attorney General), that there exists in the locality no adequate provision for the insurance on the mutual plan of property against fire."

This act provides (under section 20, chapter 36) that a company organized in this way should have a capital stock of not less than \$100,000 and not exceeding \$500,000, of which \$100,000 must be subscribed and 10 per cent. paid up. In addition to this the company must keep on deposit with the Minister the sum of \$10,000. It also makes other provision with regard to the holding of stock by the directorate, etc., which we need not go into at the present time.

Attached to this report is a copy of letter presented by us to Mr. J. Howard Hunter, Inspector of Insurance, on December 15, 1909, by a committee of Messrs. Wrigley, Cinnamon and Peart. This report states our position concisely without going into unnecessary details.

Letter to Insurance Department.

Dec. 13, 1909.

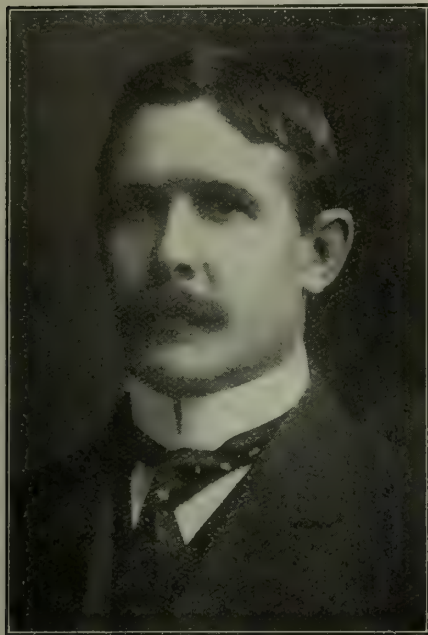
J. Howard Hunter, Esq.,
Inspector of Insurance,
Toronto, Ont.

Dear sir :—You are perhaps aware from correspondence, which we have already had with your department, that our association has been investigating the matter of insurance and endeavoring to formulate some plan whereby we might bring about a condition more favorable



Group of Some of the Delegates to the Convention Taken on Wednesday at Noon.

to our members in the placing of their risks. The results of our investigations along these lines have been to show us quite conclusively, that we are not receiving at the present time, the rates which the quality of a Specialized Hard-



A. BALLANTYNE, Brantford,
Mutual Insurance Committee.

ware Insurance would seem to warrant. Our researches have shown us two things,—First, that our present rates are not satisfactory. Second, that a Specialized Mutual Fire Insurance Co. is the real solution of the difficulty.

Up to the present time very stringent laws have existed with regard to the formation of mutual companies, the Canadian Millers Mutual Company organized in 1878, being the only specialized mercantile company, which we are aware of operating at the present time in this province, and the satisfactory results obtained by this company would seem to warrant the extension of the privilege of other mercantile risks as well. We find from your report of December 31st last, that this company had at that time a total of \$256,673.18 of assets against only \$9,775 of liabilities, and that they had at risk \$1,241,567 of insurance.

We need scarcely call your attention to the success with which the Farmers' Mutual Companies have met in this province; which companies, you may be said to be personally responsible for the organization of, and which, greatly to your credit, have grown in the past few years to such large proportions with such satisfactory results to the farmers. We would simply quote from your report above mentioned, the total assets in 69 "purely mutual insurance companies" \$7,243,527.16 against total liabilities of \$38,331.27 or a surplus of assets over liabilities of \$7,200,000, approximately. Acknowledging, then, the merits of the Farmers' Mutual Companies, it remains for us but to analyze the conditions and draw a comparison between these companies and the Specialized Hardware Mutual Company, which we are desirous of having the law

amended so as to permit us to organize.

We think we are correct in making the statement, that insurance in Canada may be considered to be about on the same basis as that in the United States, and consequently, it may be justly claimed that a resume of the operations of the United States Retail Hardware Mutual Fire Insurance Companies may be considered a perfectly just basis for our claims. In the United States, at the present time there are eight Hardware Mutual Associations carrying, at the beginning of January last, \$21,890,928 of insurance at an average of 1.75 per cent. of premiums. These companies with the dates of their organization are as follows: Wisconsin, 1904; Iowa, 1903; Nebraska, 1904; Minnesota, 1899; Washington, 1903; Ohio, 1902; and two with head office in Pennsylvania, the National and the Pennsylvania.

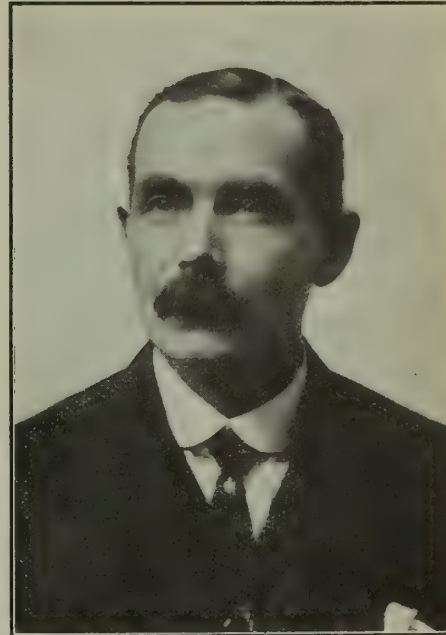
Primarily the object of insurance from the standpoint of the insured, is to obtain the maximum of protection at the minimum of cost, consistent, of course, with the safety of the risk. The experience of the United States Mutual Companies, as we will point out more definitely, has shown that the Hardware trade is paying under present conditions for more hazardous risks and also exorbitant amounts in expenses of operations of the old line companies as well as excessive dividends on stock in these companies. This is shown from the fact that the shares of some of the American companies are worth from 2 to 15 times the original cost, as for example, the present value of the following companies stock per \$100 share: Continental, \$1,520; Fire Association, \$631; Hartford, \$503; Aetna, \$304; and the



J. R. HAMBLY, Barrie,
Elected on Joint Committee.

National Connecticut, \$250. These increases in valuation of stock show to a considerable extent where the hardware trade of the United States were formerly placing the amounts which they are now having returned to them by their

specialized companies in return premiums. Notwithstanding the fact that the American Hardware Mutual Companies have not been in operation for a great many years, the return premiums are constantly increasing, and during the



J. R. MYERS, Stratford,
Secretary Lien Note Committee.

past year these returns amounted to approximately \$142,000, or an average of 38 per cent. for the eight companies, distributed as follows: Wisconsin 50 p.c., Minnesota 50 p.c., Iowa 50 p.c., National, Pennsylvania, Nebraska and Washington 33 1-3 p.c. These return premiums are resultant mainly from these two conditions,—First, low percentage of fire losses; second, low rate of expenses.

Fire Losses.

We have found by an examination of the reports of the American companies for last year that the average fire loss was only 22.9 per cent. of premiums, the highest in any state company being 36.9 per cent. in the State of Ohio, and lowest .003 per cent. or practically no fire loss in the Washington Company, and this with each of the companies carrying insurance, not only in their own state, but all over the union. Comparing this then with the fire losses of the old line companies in Canada during the year 1908, we find, the hardware risks have an immense advantage, in as much, that while the Hardware Mutual rate is 22.9 per cent. the Canadian rate was 60.39 per cent. and the Canadian average for the past 40 years has been 65.08 per cent. of premiums received.

A very strong argument in favor of the specialized mercantile risk may be had from an analysis of the fire losses of old line companies in Canada during the years 1877 and 1904, when the fire losses were, 225 per cent. and 107 per cent. respectively, of the premiums. Such a condition, we submit, would be entirely improbable in the case of a Specialized Mutual Company, such as we wish to organize, and this mainly for the following reasons:

The experience of the United States

companies has shown us that the best satisfaction is obtained by insuring only the members of their own association whose integrity is beyond question. It has also shown them that they should limit their policies and isolate their risks, which example, we would follow in an organization of our own. Five of



S. L. ADOLPH, Listowel,
Chairman Lien Note Committee.

the eight American companies limit the amount of their policies to \$3,000 and three to \$5,000, making a total, which the members of these different associations may insure in Specialized Mutual companies, of \$30,000. In addition to limiting of policies these companies refuse more than one policy in each business block, in every case excepting one, which will insure to a limit of \$6,000 in each block. This surely places the Specialized Hardware risk on a higher plane than even the Farmers' Mutual Companies, which, while isolated, are not provided with adequate fire protecting apparatus, as is the case with the specialized risk in towns or cities having organized fire fighting forces and abundant water supply and pressure.

We would not ask for the amendment of the present laws of this province which would permit of the indiscriminate organization of Mutual Companies, but only conditional upon the limited policy and the isolation of risks, which are largely responsible, as we have stated, for the return premiums. We think we are justified in asking for this amendment.

Expense of Operation.

Having compared the fire losses, we would draw your attention to the matter of operating expenses. You are thoroughly familiar with the low ratio of expenses in the operation of the Farmers' Mutual Companies and will not be surprised, therefore, to learn that the average rate of expenses for the eight American companies was last year only 12.3 per cent. of the premiums, and that during the present year with the increased business this ratio will be considerably reduced. Against this we have an expense account with Canadian

Line Companies of 37.11, American Line Companies doing business in Canada 27.96 and of British Companies doing business in Canada 28.78 or an average expense for the three classes of companies 31.28 per cent. of premium. This then is one of the strongest claims which it is possible for us to make for an organization such as we wish to form and this is an argument which should speak volumes for the case which we are presenting.

Surplus Account.

We stated at the outset that we wished to obtain the lowest possible rates consistent with the safety of the risk, and the amounts, which (in addition to return premiums), the United States Hardware Mutual Companies, have placed to surplus account, show that these refunded premiums have not in any way been made at the expense of a sound and safe business policy. For example we might mention the policy of the two associations in Pennsylvania, whose refund has been fixed at 33 1-3 per cent. of premiums, the balance being placed to surplus account as a guarantee fund against excessive losses in any particular year. This policy has largely been adopted by each of the eight associations, so much so, in fact, that at the end of the year 1908 the average reserve or surplus of each \$100,000 of insurance was \$1,681.

In the Mutual Companies in this province, according to your report, the average of surplus is \$3,740 to every \$100,000 of risk. The totals, according to the report, being \$9,529,093 to a gross amount of risk \$255,059,300. On the other hand, the old line companies, according to the report of the Dominion Inspector of Insurance, showed at the end of 1908 an average of only \$1,130 to every \$100,000 of insurance, being about 50 per cent. less than that of the American companies and 70 per cent. less than the Ontario Mutual Companies, showing clearly that the stability of the mutual companies is not sacrificed to low rates. The average Canadian fire losses last year were \$641 per \$100,000 of risk, so that the American companies at the present time have a surplus of about twice the amount of the average fire loss in this country.

Safe Risks and Big Savings.

Without wishing to weary you with statistics, we might point out to you that in the adjustment of claims, the specialized mercantile companies have been vastly more successful in the United States than the old line companies. The adjustors appointed by the Mutual Company are practical hardware men, and it has been found, that in any cases, these adjustors were called in by the old line companies and in no case, could we find that any serious difficulty has ever been experienced in the adjusting of these losses.

Our contention then is that the Specialized Mercantile Mutual Company, which we wish to organize would supply our members with a perfectly safe risk and at a very material saving in their rates, and we think that in all fairness the government should consent to an amendment of the statutes, to permit us to organize with the restrictions which we have mentioned and which are already named in the act.

Amendments Desired.

The amendments desired then which we would suggest are as follows:

1. The present law provides (under 2 Edward VII, chapter 12, section 22 (1) that before a mutual fire insurance company can be incorporated it must be shown to the satisfaction of the minister in charge of the department that there exists in any municipality in the province no adequate provisions for the insurance on the mutual plan of the property against fire. We suggest that the words "in any municipality in the province" be taken out. The Farmers' Mutual Companies are local, but a Specialized Mercantile Company would be provincial, supplying greater safety in the average risk.

2. We would suggest also that the word "Free-Holder" where it occurs in section 8 and 10 be changed to "Rate-Payers". It will be noticed that in sections 8 and 10 the term "Free-Holder" is used in connection with requirements prior to organization, but in section 11 the word "persons" is used after organization. We submit that the word "rate-payers" should occur in the place of "free-holder."

3. The next amendment would be in section 41—sub-section 1, where after the word "risks" in the fourth line there should be added the following: "Or for the insurance of the buildings and contents of a distinct class of trade or manufacturing risk."

4. Paragraph C of section 41—sub-section 4 would also require in consequence to be altered after the word "risk." In the third line of this paragraph there should be added, "other than these risks of a distinct class of trade or manufacture."

We submit all the above for your very careful consideration believing that upon your personal recommendation any action of the government will depend. We can say this, that after a very careful investigation of the whole matter, and



F. C. LARIVIERE, Montreal,
Elected Honorary Life Member.

after looking at it from all possible standpoints, we cannot see how, in justice to the retail hardware trade which we represent, the amendment which we ask for can be denied us, and we submit our case to you in the firm belief that you, as inspector, and the Department of insurance, are desirous of doing what-

ever is just and proper in the interest of the vast body of premium payers within the province.

Yours truly,
MUTUAL INSURANCE COMMITTEE,
 J. Walton Peart, Chairman.
 Weston Wrigley, Secretary.

Surplus Insurance.

One thing, to which we have purposely avoided referring in our letter to Mr.



JOHN STEVELY, London,
 Chairman Reception Committee.

Hunter, is the matter of carrying our surplus insurance (over and above what we would carry in our company) in the United States Mutual Hardware Companies. The present act was passed with the intention of forcing American companies to register in Canada and pay heavy license fees before writing insurance, and was destined to keep out of this province such mutual organizations as we have mentioned.

As you are aware, the insurance act, which has been before the Dominion Parliament for a couple of sessions providing for a 15 per cent. tax on such companies, but quite recently a judge in Quebec has declared this unconstitutional and relegated all power in the matter of license to the provincial authorities. Decisions have been given already in the Province of Manitoba similar to that rendered by the United States Supreme Court, and with the power in the hands of the provinces, it is impossible to forbid anyone placing his insurance the same as he buys his hardware, in the cheapest market.

The decision of the Supreme Court, to which we refer, is as follows: A citizen of any state has the right to enter into a contract for insurance, with a company of another state on his own property within the state of his residence. This means that notwithstanding the laws of this province or any laws which they may enact, individual members of our association can place their insurance with the United States Hardware Mutual Companies. It is, however, under the act impossible for them to establish an agency or appoint a re-

presentative resident in the province to solicit insurance for their companies, nor is it possible for the secretary of our association to act for this company in the writing of insurance for our members. The only method which we could adopt (and this is a method which has been adopted by the Manufacturers Mutual Co.), is to obtain from the parties to be insured a Power of Attorney to act for them in placing their insurance in the American Companies. This method has been adopted, as we have stated, by the Manufacturers Co., and on different occasions a stated case has been furnished the Underwriters' Association by Mr. Heaton, but the Underwriters have never taken any action with regard to it. It will thus be seen that even if we are not able to organize our own company, there is nothing to prevent our insuring in the American companies up to a limit of \$30,000 on each risk, which would take in possibly every member of our association.

What Hardwaremen Could Save.

An idea of the amount which might be saved in this way may be gleaned from the replies which we have received to the circular letter issued to our members. In all forty-three replies have come to hand, showing insurance carried on buildings, \$94,000, and on stock \$262,900; a total of \$356,900. The average rate of premium of these forty-three risks is \$2.25, which is considerably larger than the average rate would be on, say five times the number of policies, as included in these forty-three are a few policies in New Ontario, with rates running any where from 6.3 to 10 p.c. We would be safe in assuming that instead of forty-three, there would be five times this number of hardware merchants, who would be willing to effect a large saving in their insurance, and that from 215 policies, aggregating on the same basis as the forty-three \$1,816,500 of insurance, we could save an amount equal to last year's average return premium of 38 per cent. in the United States companies, that is \$12,079.72 on a total premium of \$31,388.75. A saving of this nature effected by 215 members of our association would, however, soon result in swelling our ranks to seven or eight hundred members, who should be able to save about \$50,000 per annum in their insurance.

Minimum on Which to Start.

Providing, however, that we consider only our own mutual organization without thinking of the matter of placing our surplus with American companies we find that the situation would be about as follows:

Replies from 42 members show that they would carry insurance to the amount of \$113,000, which at an average rate of 2.23 p.c., would make a premium of \$2,526.19. We would not recommend the organization of a mutual company until, at least, five times this number, or 210 policies would be written which would make up, on the same basis as the 42, a total amount at risk \$565,000 with a premium of \$12,630.95. Could we start an organization on this basis, we have no hesitation in saying that we believe it would be a distinct advantage to the members of our association.

We must confess, however, that the matter, at the present time, is in a

rather uncertain condition. After our report to Mr. Hunter on the 15th of December, we were without any reply from him until the 19th of January, and the reply is attached to this report, and will now be read.

Insurance Inspector Sidesteps.

W. Wrigley,

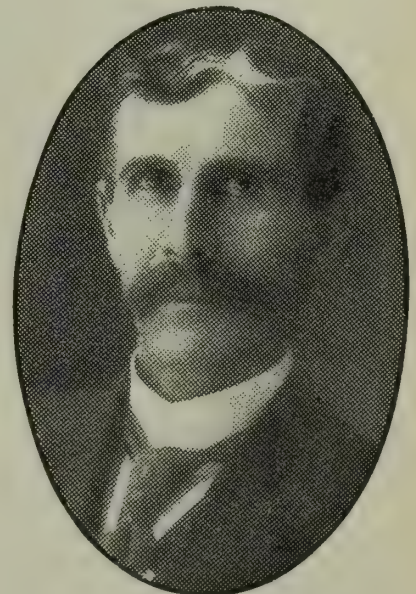
Secretary, Retail Hardware Asso.,

Dear Sir:—I have carefully considered your letter of the 13th ultimo and the printed financial statements of the various companies submitted.

The experience of the Province of Ontario in Mutual Fire Insurance covers nearly three-quarters of a century, the original Act having been passed in 1836, William IV, chapter 18. That experience establishes that the system of insuring by premium notes is not adapted to mercantile or manufacturing risks. A large number of our provincial companies conducted on the premium note plan, have from time to time attempted to apply the premium note system of insurance to mercantile and manufacturing risks and disastrous failures have followed are surely a sufficient warning against any proposal to alter the Statute in favor of additional experiments of that character.

Mercantile and manufacturing risks from their very nature require a company to have always within instant reach a large amount of ready money, for the law requires that all losses be paid within sixty days after reasonably sufficient proof of loss.

I have examined the statement of the Mutual companies doing business in the United States. Of these the Retail Hardware Mutual Fire Insurance Com-



A. M. HUNT, London,
 The Hustling Local Secretary.

pany of Minnesota was a good deal relied upon in your argument before me on the 15th ultimo. A printed statement of that company which you have put in showing its condition at quarterly meeting of directors December 3rd,

1909, purports to show, under the head of income, "cash on hand,

January 1st, 1909\$154,480.77
On referring to the printed report of the State Commissioner of Insurance for Minnesota, I find the total cash in office and in bank at the 31st December, 1908, shown as 1,699.97

Being a misstatement of the fact to the extent of\$152,780.80

On being taxed with this misrepresentation of the facts, the company set up the defence that it had the difference in investments. The evident effect, if not the intention, of this misrepresentation is to lead the retail hardware merchants to suppose that the company has a large cash balance on hand available to pay heavy claims without delay.

The Ontario Insurance Act makes ample provision in the form of joint stock companies for the transaction of mercantile and manufacturing insurance, and this is the proper course in the present case.

I am sending a copy of this letter to Mr. J. Walton Peart, St. Marys, Ont., and to Mr. D. Cinnamon, Lindsay, Ont.

Yours truly,

J. HOWARD HUNTER,
Inspector of Insurance.

Toronto, Jan. 19, 1910.

It will be noticed that the whole question of a specialized mercantile company is side-stepped by Mr. Hunter, and that not a single argument advanced by us has been answered or denied, excepting perhaps, the statement which he makes with regard to the Minnesota Association, which Mr. Hunter accuses of making a mis-statement to the policy holders. As a matter of fact, the statement which we handed to Mr. Hunter, and which was issued by the Minnesota Association, does show among their assets a cash balance of \$154,480.77, but in the same circular is given an itemized statement of the investments as follows:—Minnesota Bonds, \$132,500; Demand Town Orders, \$7,280.80; Time Certificates \$13,000; Cash in Bank and Office, \$1,699.97; making up the total amount above mentioned.

The absurdity of Mr. Hunter's statement is too apparent to require contradiction, in the opinion of your committee, the assets shown by the Minnesota Association would be, by any competent authority considered a much superior value to an actual balance of cash hoarded up in the office of the company, or in the banks. The only argument, then, which Mr. Hunter has attempted to advance, is on the face of it absurd.

We have been endeavoring, since the receipt of his letter, to arrange an appointment with the Attorney General's Dept., but up to the present time, we have simply been put off and no appointment has as yet been made.

Summing up the situation then, we do not see that this convention can do anything further than to reiterate the stand formerly taken, by them, and to take such action as will compel the provincial authorities to give us, at least, a reasonable reply to our petition. We suggest then for your consideration the following resolution:

Resolution Suggested.

THAT WHEREAS this Association is convinced that a specialized Mercantile Mutual Insurance Company with isolated risks and limited policies along the lines

of the Hardware Mutual Organizations in the United States is perfectly safe and reliable, and in the matter of expenses and fire losses exceptionally economical; AND WHEREAS this Association is convinced that it is right and proper that we should be able to place our insurance as we buy our hardware, wherever we can place it cheapest; AND WHEREAS this Association is both desirous of forming a Hardware Mutual Fire Insurance Co. and of insuring our surplus insurance over and above our limit of \$3,000 with American Mutual Companies, THEREFORE it is hereby resolved:

THAT the Mutual Insurance Committee be continued;

AND this Committee be empowered to make further investigation, to employ such counsel as may be deemed necessary to conduct a vigorous campaign for the amendment of the insurance laws of the Province of Ontario, to permit of our forming such an organization



E. R. DENNIS, London,
Member Reception Committee,

and to apply for charter to take such action regarding the carrying of our surplus insurance in American companies as may be advisable and legal.

On behalf of the committee,
J. WALTON PEART, Chairman.

Discussion on Report.

Mr. Peart in moving the adoption of the report also moved a vote of thanks to the Canadian Premium Payers' Association and especially E. P. Heaton, Toronto, for the assistance and encouragement given the committee in the preparation of the report. The motion was seconded by R. H. Blackmore, St. Thomas, and carried.

Jas. McGregor, Caledonia, who besides being a hardware merchant is an insurance agent, voiced the sentiments of the insurance companies and intimated that it was inadvisable for the merchants to take over the responsibility of insurance. His chief arguments were that a com-

pany made up of inexperienced merchants were not competent to manage such intricate work as insurance, and that hardware stocks were a poor class of risks. His remarks were followed promptly by a decisive speech from M. S. Madole, who said Mr. McGregor had wandered from the point. Mr. Madole made an urgent plea for greater co-operation in the mutual insurance campaign.

A. Ballantyne, Brantford, said he was glad that the other side of the case had been presented by Mr. McGregor as it made the opinions of all concerned more definite on the question. There was no doubt in his mind as to the advisability of organizing a hardware mutual company.

J. W. Peart and D. Cinnamon, Lindsay, thought that a mutual hardware company could not fail, as experienced from the arguments of the various U. S. companies.

J. W. Peart stated that from forty-three replies received in answer to a circular letter, only seven merchants had fires and in the majority of these cases the fires started outside the store. This statement scored Mr. McGregor's argument that hardware stores were poor fire risks. Robt. Smith, Bolton, and President Brocklebank concluded the discussion which made the delegates to the convention more favorable than before to mutual insurance.

Photo of Delegates.

At the conclusion of the morning session a group photo of the delegates was taken in the market square below the convention hall.

WEDNESDAY AFTERNOON.

A pleasant feature of the convention was the enthusiastic manner in which all visitors took advantage of the entertainments that had been provided.

The visit of about two hundred and fifty retailers to the McClary foundry and enameling plant is one that will be long remembered. The first impression one received was the earnestness on the part of the McClary management to do the thing right. Col. Gartshore and M. F. Irwin personally conducted the organized troop through the entire plant and explained the many mysteries which met the eye. Seven sections of sightseers with a leader who held erect a snow shovel upon which was painted the number of the section of the sightseeing group which made it convenient for each man to keep his place.

Each department had its feature of interest. The first room visited was the nickel-plating department and here the acids severely tickled the nose and made a hasty escape necessary. On through the inspecting room; the blackleading room, where the familiar odor of turpentine penetrated the nostrils, the crowd filed into the bright, rest-inviting lunch room where hundreds of the employees eat their daily meal. This feature of the institution was an object

lesson to all who visited the plant—a lesson in kindness and consideration for employees. As the merchants passed out of this room, Col. Gartshore stood at the door and distributed to each in turn a handsome nickel-plated paper cutter as a souvenir and an evidence of good will.

The spacious moulding shop attracted much attention, but more interesting was the "pouring" which began at 3.15 sharp. It was evident that there were few who ever saw before the huge roaring furnace issue its blistering liquid. To see half naked men run with pots of fire and hurriedly pour them into the waiting receptacles of sand was something new for most of the visitors.

At 3.45 the crowd was quickly transferred to the up-town factory where the old veteran manufacturer, John McClary, greeted the merchants of Ontario. Three cheers and "He's a Jolly Good Fellow" elicited a quiet "thank you" from Mr. McClary. Coffee and sandwiches were served by the ladies of the office staff while the McClary Reed Band piped several familiar tunes. The visit was concluded by a ramble through the enameling plant where the secret of "how things are made" was revealed.

WEDNESDAY NIGHT.

After singing a few of the hardware songs, President Brocklebank requested D. Cinnamon to preside, and he then propounded the first question: "What is the best way to curtail the wholesaler and the jobber from selling retail?"

"Don't buy from the jobber who sells retail," was the answer from several. "If we all band together and cut them out they will leave the consumer alone."

"The way we treat them in Peterboro is to meet the price."

"So far as our town is concerned," said another member, "we have cut them out, but that does not prevent them from selling elsewhere."

R. C. Chown suggested that a complaint of that kind be sent to the executive for their attention.

"In my town," said a member from Waterloo, "jobbers sell to the factories, and while we do not object to that we do object to employees being allowed to come in and select goods at wholesale."

A member of the executive expressed the view that as a result of the matter having been brought up frequently before, there was now less retailing of the kind mentioned. "You have it right in your own hands," said another; "if you see a firm selling to the consumer just say 'Gentlemen, I have nothing for you' right there."

"Would it not be in the interests of the retail dealer if an agitation was put on that all goods purchased of the wholesaler or manufacturer be charged f.o.b., customer's station?"

"I think that it is a matter you cannot deal with very well here," said a member. "If you don't pay for cartage

as a special charge, you pay it in the cost of the goods."

Gasolene Lighting Systems.

"Is the gasoline method of lighting stores a success? Does it increase insurance?"

Various members told of gasoline systems which cost less than electricity. One who had installed many systems said he was now using in his store a 500c.p. light and finds it very economical. Outside he used a 1,500 c.p. light, making the windows as light as day. The tank was outside and the gasoline carried through by pressure. It cost extra for insurance with line companies, but some mutuals made no extra charge. One member found gasoline lighting so hard on his eyes that he took it out.

"What is the best way to meet steel range peddlers?"

"Go out and peddle yourself, ahead of them," was a practical suggestion. Another member told of interviewing a member of his town council to have the license fee raised.

"We have better goods, or ought to have," said another. "They way is to get after the customer first. Another was still more optimistic: "Every sale they miss starts the farmer or other would-be customer thinking, and I probably make a sale. Besides, it sharpens me up. Let them come along."

Retail Advertising.

In answer to a question as to the best method of advertising for retailers, H. T. Hunter, of Hardware and Metal said:

"Circulars may be useful at times, but are they going to be read with the same care that your weekly newspaper will? That will depend somewhat on the newspaper, of course, but a good one will get more attention than any circular. Then a newspaper advertisement is an open challenge to your competitor, while a circular may contain some statement inclined to exaggeration. Billboards and circulars can only be an addition to newspaper advertising. There should be a definite plan, and space taken for a year. Use a special style and get your printer to give you different type to other advertisers, to give your ads. a distinctive tone. High-class, literary style is not necessary, if the ad. has the right ring about it. If you are going to sell goods on price only you need not advertise. If you are going to sell goods on quality you have got to advertise. Calendars, according to the general consensus of opinion, do not pay."

"We have a calendar book," said Mr. Carter, of Picton, "and cull our names. We send a good-sized calendar enclosed in an envelope with an advertisement on it. We started with 400 and now use 2,200. They cost us \$85 and postage. I would not pit calendars against newspaper advertising. We advertise in three papers, one a 6-inch double column advertisement, one 4 inches and one 3½."

A. W. Humphries, Parkhill, had found fancy calendars useless on account of the habit the ladies had of covering up his name with ribbon. He had resorted to the plan of advertising in the paper that all who wished calendars must come to his store and sign their names. Then they called again for the calendars, and thus were in the store twice, with a consequent chance of being sold something.

"Goods with our own label," was what F. G. McBrien, Toronto, pinned his faith to. He spent \$5 to \$30 per week, according to the state of business, on newspaper advertising. Theatre, church and picnic program advertising he had found "no good," and to this other members agreed.

Should Not Cut Prices.

"Is it advisable to cut prices on certain lines of standard goods to draw trade?" asked a member.

Mr. Cinnamon expressed the view that it might be necessary, to draw attention. He did not believe, however, in cutting prices on standard goods unless the dealer stood to gain by it. Cutting the price would not make them sell.

Store System.

"Is it advisable to put in a cash register in a business of \$10,000, where a proprietor, one clerk and a bookkeeper do all the clerking?" was another query?

"Yes," was the verdict of the meeting. "Advisable no matter how small the business," said a member. Another suggested that the counter check-book would do the work, but others pointed out that the cash register did things the check-book could not.

"I would not be without the register for twice what it cost," said one. "When I get home I can tell how much each clerk has sold and how many customers he has waited on. It keeps the clerks on their mettle."

Another said he had found that his customers looked for the price of goods to be rung up, and he had also found that he saved the odd cents of transactions, which otherwise would often be given the customer. With the register they expect back only the exact change.

A London man said he had found mistakes in connection with check-books. had adopted the cash register, and used also a card system. All goods were numbered, the numbers of articles sold put on the counter check-books, where a space was provided, and at night the cashier checked them off on the card system. One result was that she often came to the proprietor with the information that such-and-such a line was low, saying that a certain quantity had been purchased on such a date, and from whom, thus showing how they had been selling. This was better than any information the stock-keeper could give.

"With a cash register," he added, "you can see what profits each clerk

has brought in, and whether or not he is earning his salary."

Nomination for Officers.

The nominating committee reported that they had concluded their work and after naming D. Cinnamon and R. C. Chown as candidates for president and the same two for first vice-president, with M. S. Madole for second vice, and the same treasurer and secretary, they asked that the nominations be left open until the morning when additional names could be added to the nine they suggested as candidates for the six vacancies on the executive committee. It was decided that the program be changed and the election be held the first thing Thursday morning.

The meeting adjourned at 10.30 p.m.

THURSDAY MORNING.

The Thursday morning session was opened at 9.15, at which time secretary Wrigley announced the invitations of the Columbia Handle Co., D. H. Howden Co., and the London Advertiser, to visit their respective premises.

It was agreed to hold an afternoon session meeting dealing with the unfinished business.

Joint Committee Report.

Gentlemen,—Your committee appointed last year to confer with the representatives from the Canadian Wholesale Hardware Association, with a view to having them agree to allow us charge for cartage at shipping point, and on shipment by freight, wishes to state that we feel this to be an unjust charge, and think all freight shipments should be i.o.b. either cars or boat at shipping point.

Circumstances during the year have been such that it was not convenient for us to meet the representatives of the Canadian Wholesale Hardware Association and discuss this matter with them. However, our president, D. Brocklebank, wrote the secretary of the above named association, just prior to their annual meeting, which was held in Quebec during the month of October. The following letter, received from their secretary, a few days later, shows fully the attitude of this association on this much discussed question.

"With respect to the cartage charges, this matter was again discussed by the members on the 7th inst., at the annual meeting of this association held at Quebec, and the members were unanimously of the opinion that no allowance could or would be made."

We understand that a number of our members are now being allowed this item, and we feel that if the rest of the members would take the matter up individually with the jobbers that it would not be long before we are successful in having this charge allowed without any discussion, as our association is growing rapidly, and the wholesalers are beginning to take notice of us.

We might say in passing that the Inland Empire Implement & Hardware Association of the Western States this year just closed have been successful in securing from the jobbers the abolition of case and cartage charges. They secured data and it was found that the average cost to each member was \$59.70 for case

and cartage charges, so you can readily see that the members of that association have saved considerable by having these two items abolished. What other associations are doing should be an incentive to us to keep at this question until we have the jobbers view this matter in the same light we do.

On behalf of the committee,

R. C. CHOWN.
W. A. RANKIN.

In discussing this report W. A. Rankin stated that the matters dealt with were of supreme importance and they should not be closed. "Personally," he said, "I neither pay for boxes, freight or cartage and I do not think any one should." It was decided that the report be left with a committee of three which would be appointed by the joint committee.

Lien Note Committee.

Gentlemen,—Your committee appointed to look into the matter of lien notes for stoves, forms for plumbing and steamfitting, and a uniform numbering of stove repair parts, report as follows:—

We have received a number of different forms of liens from several members of our association and have submitted the same to a well known firm of solicitors and have drafted the accompanying form as one that will cover all cases and will not require registering and we recommend this form to be a good one to use by all members of this association.

We find it difficult to find a form suitable for the plumbing and steamfitting trade in cities, towns and villages, but the accompanying form prepared by the James Robertson Co., and printed recently in the Hardware and Metal, is about as complete as we consider can be gotten up for the trade in general.

It is our opinion that the uniform numbering of stoves and repair parts should be taken up by our executive, as they would have more weight with the stove manufacturers than this committee.

J. R. MYERS.
CHAS. W. CONN.
S. L. ADOLPH.

Stratford, Ont.....191

Rent Agreement With Privilege of Purchase.

Between

J. R. MYERS and

1.—This is to certify that I have this day hired from J. R. Myers and the said J. R. Myers has to me leased for the term of months with the privilege of further retaining as long as the rent is promptly paid, the following chattels:

..... valued at \$....., for the use of which I agree to pay to the said J. R. Myers \$..... per month, payable monthly in advance, and at that rate for any fraction of a month at the office of the said J. R. Myers, Stratford.

2.—And in consideration of the renting to me of said I hereby agree that shall be kept at and not be removed from my premises, namely without the consent of the said J. R. Myers first had in writing. I agree to preserve carefully and that when returned to or otherwise repossessed by the said J. R. Myers, shall be in as good

order as when received by me, ordinary wear from careful use excepted.

3.—In case of any damage to said from any cause other than careful use, I agree to pay to the said J. R. Myers the amount of the said damage, and in case of the destruction thereof from any cause, to pay the above valuation less any amount of rent which may have been paid.

4.—Provided, however, that these presents are upon the condition that if I shall fail to perform any of my agreements as herein provided, said J. R. Myers shall have the right without further notice or demand, to take possession of the said and remove the same and for that purpose to enter any place of mine where said J. R. Myers has any reasonable cause to believe the said to be, without being deemed to have done anything wrongful and upon such taking, said term and my right to hold or use such shall cease, but without prejudice to the right of said J. R. Myers for arrears of rent if any, or on account preceding breach of agreement.

Signed,

5.—I hereby agree that if said continue to hold said and pay rent therefor, on or before the day it is due as herein provided until payments have been made, amounting to the valuation aforesaid, said shall become the property of the said but until the completion as aforesaid of said payments, said shall remain the property of said J. R. Myers.

A discussion followed in which it was brought out that no identification was necessary in order to recover articles not settled for. D. Cinnamon and President Brocklebank were of the opinion that the committee had done its work well and that forms should be issued and distributed at once. It was suggested by the latter that the Hardware and Metal publish pads of the forms here reproduced. This was put into a motion and carried.

James McGregor was added to the lien note committee which was encouraged to continue its work.

Forms for Plumbing Work

With reference to the forms for plumbers and steamfitters, Mr. Conn explained a system which in some cases has given satisfaction. It was to the effect that the workman kept the account of the time and the articles entering into a job. This sheet was kept conveniently in the shop.

H. Occomore, Guelph, thought it would be awkward to keep time of a long job.

C. W. Conn explained that he overcame the difficulty by checking up the time sheet with the stock sheet every morning. This, he said, was practically the same thing. It was decided that the securing of a recognized form be left in the hands of the committee to send out such to all who desired them.

The Elections.

Although further nominations were called for, none were forthcoming for either president or 1st vice-president, so a

ballot was taken on the names of D. Cinnamon, Lindsay, and R. C. Chown, Belleville, the former getting the decision by a very narrow majority. R. C. Chown was then elected first vice-president by acclamation and M. S. Madole, Napanee, was re-elected second vice-president without opposition. Treasurer Caslor and secretary Wrigley were also re-elected unanimously.

The New Executive.

An entire new set of executive officers were chosen, the old officers stepping aside to allow the honors to be passed around. A. Ballantyne, Brantford, and G. W. Ecclestone, Bracebridge, declined to allow their names to go to a ballot, the nominations closing with twelve names. The vote resulted as follows:—

W. F. MacPherson, Prescott, 53.
R. H. Blackmore, St. Thomas, 52.
C. W. Conn, Tillsonburg, 45.
W. J. Bell, Beeton, 42.
W. A. Rankin, Ottawa, 37.
H. Oecomore, Guelph, 35.
S. L. Adolph, Listowel, 30.
W. W. Bennett, Gananoque, 28.
G. H. Clark, Niagara Falls, 27.
Wm. Scott, Forest, 25.
A. W. Humphries, Parkhill, 24.
James Chalmers, Palmerston, 18.
The first six were declared elected.

Auditors.

For auditors, J. W. Peacock, S. M. Burt and W. Westwood, Toronto, were nominated. The first two being elected.

Committees Chosen.

For the Mutual Fire Insurance Committee, D. Brocklebank, Arthur; A. Ballantyne, Brantford, and J. W. Peart, were elected, with the president and secretary as ex-officio members. Mr. Peart stated that he would be able to give some time to the committee work before removing to Regina, this summer or fall.

The joint committee as elected, consists of J. R. Hambly, Barrie; S. L. Adolph, Listowel, and W. W. Bennett, Gananoque, with the president and secretary as ex-officio members.

While the ballots were being counted the delegates spent a jolly time singing hardware songs, finally winding up with "Cinnamon, that's me," and calling upon him for a speech.

Inaugural Address.

The new president's brief inaugural address was as follows: "I thank you for this honor, which is not of my own seeking. The only vote I possessed, I lost, as was also the case with my competitor. It is a pleasure and a privilege to watch the progress of the association and help boost it along. I ask the aid of every member in the work of the association. In union is strength, we have 350 members, and there is no reason why we could not have double that number. I was struck with the letter from manufacturers and jobbers, asking for concessions regarding freight allowances. We can get along without jobbers better than they can get along without

us. We got to grow or lose the power we have, and this is our present position."

Vice-president Chown said he felt gratified for the honor given him, as a young man and assured his hearty support and in a particular manner, by getting new members. He referred to the excellent work of J. W. Peart, who was to leave soon for Regina, and moved that he be presented with a gold-headed cane, suitably engraved at the evening banquet. This was carried.

Second vice-president Madole said that that he was glad to be named as an officer of such a useful body, and congratulated the meeting on the officers elected.

Upon retiring from the chair, D. Brocklebank stated that he had noticed great progress in the work of the association. Travelers, wholesalers and manufacturers all spoke kindly of the body, and it was evident that we are increasing our prestige.

The next place of meeting was left with the executive committee.

A vote of thanks was tendered to the past president for his services during the past year.

The meeting adjourned until 2.30, when the Resolutions Committee report was submitted.

Resolutions Committee.

Gentlemen,—We desire to express our heartiest thanks to the hardware and stove manufacturers and jobbers of London, for their kind invitation to hold this convention in their city, and assure them that we appreciate very highly all they have done to make this gathering the largest event in our history. Gatherings of this kind are beneficial to manufacturer, jobber and retailer, as we become better acquainted and understand one another better. Our thanks are also due to the City Council for their generosity in allowing us the free use of the City Hall.

The exhibitors are to be congratulated on their displays, and we would venture to suggest that the members of our association would do well to place any orders for the different lines of goods which are shown here, thus encouraging them to exhibit at future conventions.

The badges presented to us by the Lufkin Rule Co. are easily the handsomest and most elaborate and useful we have been privileged to wear. We recommend that our secretary write them a suitable letter, expressing our appreciation for their kindness in supplying these badges to our members and guests.

The question of cartage charges at point of shipment has not as yet been satisfactorily settled, and we would recommend that matter be referred to our representatives on the joint committee as appointed by the new executive.

We wish to congratulate J. Walter Peart, chairman of the Mutual Insur-

ance Committee for his very exhaustive and interesting report given us yesterday, and after having secured all this data, we are more than ever convinced that our association should conduct a vigorous campaign to secure the necessary legislation for us to operate a Mutual Insurance Co. in connection with our association.

We would also recommend that our secretary write Sir Wilfrid Laurier, drawing his attention to the misleading method of marking white lead as indulged in by the different manufacturers.

We would also suggest that our executive continue negotiations with the Eastern Passenger Agents Association for a straight single fare for our future conventions, impressing them with the fact that we are large handlers of freight and represent one of the most important trades in the province.

We also recommend that the new executive consider the establishment of a freight traffic bureau to assist the members of our association in handling the claims for overcharges, damage of goods, etc., as we feel these railway companies will more readily recognize a letter from our association than they would individual members.

We suggest that our association write the Minister of Trade and Commerce asking him to have a Mercantile Commission appointed, similar to the Railway Commission, to look after mercantile complaints.

We should endeavor to secure the passage of a uniform license law, so that stove and other peddlars would have to pay a high license to go to different sections of our country and sell their goods direct to the consumer.

We are also of the opinion that the parcel post law is detrimental to small towns and destructive to country life, and we firmly believe we should stand united on this question, and use every effort to check any further steps in this regard.

The adoption of a uniform size of price lists and catalogues by the different manufacturers would assist us materially in our business, as the present arrangement, where so many styles are in use, is very inconvenient as the papers and catalogues are not easy for reference.

We would also recommend that our association telegraph Hon. Wm. Gibson, Ottawa, letting him know that our association is strongly opposed to the insurance bill before the senate this week, asking him to bring our position before the senators on receipt of this message.

J. P. WESTCOTT,
R. C. CHOWN,
W. F. MACPHERSON,
D. A. MACNAB,
W. W. BENNETT.

The report was adopted with the addition that the new executive consider the subject of arranging a plan whereby hardware merchants in other provinces

who may desire to affiliate with the Ontario association may do so.

Concluding Business.

After a brief discussion regarding the suggestion that the words "and Stove Dealers" be omitted from the association name, the decision being that no change be made, the meeting went into a "Question Box" discussion.

Before adjourning the convention voted a sum of \$200 in appreciation of the work of Secretary Wrigley during the past year.

It was then decided that no Friday morning session be held outside the meeting of the newly elected executive committee.

The convention adjourned at 4.45 p.m.

SOME RETAILERS PRESENT.

- A.—Fred Adams, Fordwich; Jas. S. Allen, Burlington; E. F. Ahrens, Hanover; M. Adams, Pieton; Jno. W. Allen, Aylmer; J. M. Adam, St. Mary's.
- B.—W. H. Bartlett, St. Marys; R. H. Blackmore, St. Thomas; R. P. Best, Peterboro; A. R. Bernhardt, Preston; W. J. Bell, Beeton; W. A. Barr, Merlin; A. Ballantyne, Brantford; D. Brocklebank, Arthur, Ont.; W. W. Bennett, Gananoque; A. E. Bottum, Bobcaygeon; S. Bonathan, Newcastle; W. W. Baker, Granton; E. C. Bridge (and Mrs. Bridge) Thessalon.
- C.—H. J. Carter, Pieton; G. H. Clark, Niagara Falls; John Caslor, Toronto; D. Cinnamon, Lindsay; R. C. Chown, Belleville; Wm. Crellin, Kintore; C. W. Conn, Tilsonburg; H. J. Conn, St. Catharines; Jno. A. Clark, Smith's Falls, Ont.; J. B. Carscadden, Dresden; F. E. Coy, St. Catharines; Jos. Chalmers, Palmerston.
- D.—J. Dandie, Streetsville; G. W. Davey, St. Thomas.
- F.—G. Gerguson, St. Thomas.
- G.—A. Gingerich, Woodstock; W. Glassford, Beaverton; A. O. Graham, Toronto; L. Grill, Hespeler; Jno. Givins, Blind River; Jno. Douglas, Wroxeter; W. J. Geddes, Embro.
- H.—A. Hobbs, Elora; A. W. Holliday, Millbrook; A. W. Humphries, Parkhill; J. E. Harrison, Parkhill; R. Hawkins, Smith's Falls; G. E. Helweg, Hanover; M. W. Howell, Goderich; C. Hartleib, Zurich; J. T. Henderson, Niagara Falls; J. R. Hambly, Barrie.
- I.—G. Ingram, St. Thomas.
- J.—F. W. Jeffrey, Midland.
- K.—J. W. Kennedy, Georgetown, J. C. Kayser, Hagersville, Ont.; W. H. Kennedy, Ailsa Craig; B. Kriesel, New Dundee; S. King, Ingersoll; Fred W. Karn, Woodstock.
- L.—H. Lendon, Leamington; Jas. Lothead, Forest.
- Mc.—W. J. McAllister, Kincairdine; R. McVittie, Southampton; Jno. McKnight, Norwich; P. D. McCallum, Glencoe; J. N. McGregor, Oakville; S. B. McClung, Trenton; Frank McPherson, Blyth; M. McKillop, West

Lorne; Jas. McGregor, Caledonia; V. D. McPherson, Woodville; W. J. McMurtry, Galt; G. A. McMurtry, St. Thomas; F. G. McBrien, Toronto; G. McLean, London.

- Mac.—W. F. MacPherson, Prescott; D. A. MacNab, Orillia.
- M.—J. P. Myers, Stratford; W. Moore, Kirkshaw; D. Mistele, Rodney; E. F. Morton, Campbellford; W. Magladery, New Liskeard; G. W. Mathewson, Toronto; S. Mullett, Orillia; M. S. Madole, Napanee; Geo. H. Matthie, Lindsay; H. P. Morgan, Peterboro; J. J. Metcalfe, Shelburne; W. B. Madden, Simcoe; W. H. Morrison, Shedden; A. G. Moffat, Leamington.
- N.—M. E. Nixon, Milton.
- O.—H. Oecomore, Guelph; F. W. Otton, Barrie.
- P.—J. W. Peacock, Toronto; W. G. Pow, Tilsonburg; S. P. Peart, Rockwood; J. Walton Peart, St. Mary's; R. C. Puddicombe, Ayr; H. E. Patterson, Drayton; Jno. Preter, Drayton; Thos. Phillips, Orillia; A. H. Paulin, Simcoe.
- R.—Jno. Roger, Atwood; M. H. Rothaermel, Milverton; W. A. Rankin, Ottawa; D. G. Reid, Bothwell.
- S.—H. Stainton, Wychwood; A. L. Sheills, Kincairdine; Fred Solomon, Ripley; J. G. Stewart, Wingham; J. D. Smith, Baysville; W. G. Scott, Mt. Forest; Robt. Smith, Bolton; W. D. Samson, Blenheim; S. Stevely, London; C. H. Smith, Wyoming; W. A. Silvester, Stouffville; Alex. Schafer, Bolton; Reg. F. Scott, Forest; J. A. Sinclair, Weston; N. G. Sinclair, Florence; D. Sinclair, Paris.
- T.—W. A. Taylor, New Liskeard; R. S. Taylor, Cobalt; D. Tieman, Dashwood; E. J. Torrens, Tilsonburg.
- W.—T. Weigel, Waterloo; J. E. Westcott, Ailsa Craig; J. S. Weichel, Elmira; R. Wells, Dresden; Albert Wideman, Markham; R. J. Walkem, Tottenham; J. C. Wanless, Chatham; E. B. Westwood, Toronto; A. R. Wright, Port Burwell; A. W. Walker, Toronto; Fred Young, Crediton.
- Z.—W. Zavitz, Wallaceburg.

SOME OF THE TRAVELERS.

- J. A. Hossack, Lufkin Rule Co., Windsor.
- R. Cole and Alex. Bertram, Alabastine Co., Paris.
- H. F. Hubbard and Chas. Hubbard, Atkins Saw Co., Hamilton.
- J. McRobie, Lightning Polish Co., Petrolia.
- A. A. Bittues, G. A. McKenzie and A. M. Cross, Gillette Safety Razor Co., Montreal.
- C. M. Woodburn, T. B. Lee Company, Toronto.
- H. Shirley and O. H. Vogt, Shirley & Deitrich, Galt.
- Geo. B. Dowswell and L. Baine, Cumber-Dowswell, Hamilton.
- A. P. L. Brown and P. A. Cheever, Metal Shingle and Siding Co., Preston.
- R. H. Merriman and D. F. Griffiths, B. Greening Wire Co., Hamilton.

H. C. Austin and W. T. Southworth, Dunlop Rubber Co., Toronto.

H. R. Waldon and E. Legree, Supreme Heating Co., Welland.

J. C. Love, Page Wire Fence Co.

J. A. Fraser, Alexander Hardware Co., Hamilton.

H. F. Collins and E. B. Wigle, F. W. Bird & Co., Hamilton.

A. E. Cowley, J. R. McMartin, Clyde E. Horton and C. A. Thomas, Sherwin-Williams, Montreal.

A. Staples and J. A. Sinclair, Moffat Stove Co., Weston.

Max Morell and H. C. Woodside, Pittsburgh Perfect Fence, Hamilton.

W. Bateman and H. Foget, Gendron Mfg. Co., Toronto.

W. H. Gerke, J. H. Conover and W. T. Fleming, Martin-Senour, Montreal.

Allan Hills, M. Porteous and Mr. Foers, Allan Hills Edge Tool Co., Galt.

E. J. Murphy and L. Swartz, S. F. Bowser Co., Toronto.

J. Short, Down Draft Co., Galt.

Ed. Goff, J. L. Stevenson, Burrow, Stewart & Milne, Hamilton.

R. J. Miller and G. H. Bryden, Pease Foundry Co., Toronto.

W. J. Irvine and F. E. Mutton, Nat. Cash Register Co., Toronto.

James Maxwell and J. L. Maxwell, D. Maxwell & Sons, St. Mary's.

E. C. McMurty, Dominion Office Co., Galt.

T. L. Moffat, A. Staples, J. A. Sinclair and T. W. Moffat, Moffat Stove Co., Dresden.

J. D. Robinson, J. P. Cookson, J. F. Bowden, W. B. Cookson, Imperial Varnish, Toronto.

C. N. Haldenby, F. W. S. Davis, P. J. Conklin and Chas. Warnock, Sanderson Pearey Co., Toronto.

C. M. Salter, Northern Aluminum Co., Toronto.

F. E. Ellis and W. A. Hilhouse, Gurney-Tilden Co., Hamilton.

Frank Brown and J. E. Thomson, Can. Oil Co., Toronto.

J. L. McMartin, J. W. Parrish and A. L. Robinson, D. Moore Co., Hamilton.

Court Thompson, Remington Arms Co., Hamilton.

W. C. Rankine and C. G. Emery, Carborundum Co., Niagara Falls.

T. W. Moore, Canada Screw Co., Hamilton.

G. Hunter, Montreal Rolling Mills, Montreal.

J. E. Ebersole and Chas. Vogt, International Varnish Co., Toronto.

Henry Clucas and H. H. Ellis, Canada Paint Co., Toronto.

C. A. Attridge, McGregor, Banwell Co., Walkerville.

S. L. Doolittle and N. M. Currie, St. Mary's Wood, St. Mary's.

H. E. James, R. H. Smith & Co., St. Catharines.

T. H. MacLaren, Canadian Brass Co., Galt.

W. B. Sereaton and W. J. Thompson, McClary Mfg. Co., London.

D. J. Levy, Boeckh Brush Co., Toronto.

T. C. Stewart, Stewart Mfg. Co., Woodstock.

Wm. Home, Berry Bros., Walkerville.

T. Wright and Wm. Cotton, H. S. Howland & Sons, Toronto.

T. Bryan, T. A. Bryan and G. A. Wenige, Thos. Bryan Co., London.

J. R. Anderson, Lewis Bros, Montreal.

E. W. Hickson, Ontario Lantern and Lamp Co., Hamilton.

H. Quigley and E. R. Melby, Johns Manville Co., Toronto.

G. A. Gordon, J. L. Bailey, R. W. Ewars and C. W. Connor, Metallic Roofing, Toronto.

L. N. Vanstone, Canada Steel Goods Co., Hamilton.

J. N. Connor, J. H. Connor & Co., Ottawa.

H. H. Cowherd, C. L. Shainwald, E. W. Reid and E. H. Cunningham, Standard Paint Co., Montreal.

N. L. Stewart and Roy Stewart, Findlay Bros., Carleton Place.

A. S. Howe, Dover Mfg. Co., Canal Dover.

Chas. L. Bailey, Wm. Jessop & Son, Toronto.

O. Zryd, Hall Zryd Co., Grimsby.

H. L. Clare and D. Aitchison, Clare Bros., Preston.

S. E. Waffle, Alex MacArthur & Co., Smith's Falls.

F. A. W. Beemer, Door Spindles, Scotland.

F. W. Chalcraft and A. G. B. Tisdale, Brantford Roofing Co., Brantford.

G. Wayland Smith and W. T. Earl, Oneida Community, Niagara Falls, N.Y.

Jno. Irwin, N. MacDonald, H. V. Lawlor and Geo. M. Edwards, Brandram-Henderson, Montreal.

E. F. Hetherington and W. K. Trapp, Goldie & McCullough, Galt.

G. C. Davis, Montreal; Wm. Vallance, Hamilton; S. R. Kennedy, Toronto; Wm. Stark, Montreal, and D. H. Howden, London.

Presentation to Mr. Peart.

J. Walton Peart, St. Mary's, was then called to the front and M. S. Madole, on behalf of the association, presented him with a gold-headed cane, as a slight mark of appreciation of the work of



LLOYD HARRIS, M.P., Brantford,
Speaker at the Banquet.

Most Interesting and Enjoyable Banquet

Closing feature of the London Gathering a Splendid Success—Interesting Addresses by Prominent Speakers—Suggestion That the Association Widen its Scope of Work and Invitation to Meet Next Year at Montreal.

The dinner on Thursday night was a creditable affair to all concerned, the hosts, the London hardware and stove manufacturers and jobbers, having made excellent preparations to entertain the visitors.

The largest banquet hall available was secured and arrangements were made to

was 360, but by Wednesday afternoon it was apparent that all this would not be required for the retail guests, so the Retail Association executive at once reserved a supply of tickets for the exhibitors, one representative of each firm being made a guest of the association at the dinner. Additional tickets were purchasable by exhibitors or by travelers representing houses, who were not exhibiting.

The banquet room was said to contain the largest crowd in its history, five rows of tables running from end to end of the hall. The decorations were of red and green, with tulips as the predominant flower. The menu card was an eight-page affair on the front cover being a large padlock marked "London," near by being a key with "the key is yours. It lets you in." The first page contained the 1909 list of officers of the O. R. H. A., the menu being on the second page, the toast list on the third, while the fourth contained the names of the local committees.

While the courses were being served the hardware song sheet was again requisitioned and with the help of the orchestra the evening was not allowed to drag for a single minute.

Lt.-Col. Gartshore was toastmaster, and on his request the "King" was honored in the usual enthusiastic manner. The Colonel did not hold the proceedings, but said that while the menu card said the hardwaremen had the key to London, they would not need it, as the latchstring was always out for them.

Letters of regret from Col. J. B. MacLean, Peleg Howland, Geo. Caverhill, J. H. Hunter, R. R. Williams, New York;

Mr. Peart in the association, and particularly in the work on the Mutual Insurance Committee. "Ontario's loss is Saskatchewan's gain," said Mr. Madole, in referring to Mr. Peart's early removal to the west.

Mr. Peart expressed his appreciation of the kindness of the members and said he had been bound up in the work of the association, and his study of mutual insurance problems had made him more enthusiastic in the work. The life of the association, he felt, depended upon the organization of a mutual insurance company and his one regret was that he was unable to stay with the fight more than a couple of months.

Parliament and Legislature.

M. S. Madole, Napanee, next proposed the health of the "Parliament and Legislature," coupling with it the names of Lloyd Harris, M.P., Brantford, and C. C. James, Deputy Minister of Agriculture, Toronto. Mr. Madole's address was both witty and eloquent.

Lloyd Harris, who as a hardware manufacturer found himself among friends, spoke briefly, "I've always heard the Retail Hardware Association was a bunch of jolly fellows and I now know it," he began, in referring to the hearty singing and good spirit manifested by those present. Mr. Harris devoted most of his remarks to an outline of



JAMES HARDY, Toronto,
Speaker at the Banquet.

accommodate 50 more in an adjoining room. Until the local committee could get an estimate of the number of retailers present they were handicapped, and could not make tickets available to visitors. Their limit of accommodation

the railway development of Canada and intimated that ere long the Intercolonial would be operated as a private enterprise. He said he was a believer in associations, and wished the retail association continued success.

C. C. James followed, saying he had declined an invitation to dine at the Government House in order to be with the hardware and stove dealers. The agricultural development of Ontario interests no one more than the hardware merchants, said Mr. James. Railway development and canal building may be questions of national interest, but as retail merchants, you are more directly concerned in the development of the country around your own place of business. This is one of the functions of both Dominion and Provincial Governments. It is of importance that the state take care of the education of the people and the merchant is interested in having the farmers educated as to how he can make the most of his opportunities in cultivating the land under his care. The conservation of our forest, our water powers, etc., is also of particular interest to business men, as the too rapid exploitation of our natural heritage will react upon the merchants of the country. Agriculture is the basic industry of the country and it is the merchants who are closest to this great source of wealth. Anything that can be done to increase the amount of money to be spent is of importance to merchants, therefore, and in this connection Mr. James told of how the work of the Agricultural College at Guelph was being extended into various fields, each one working in its own field of education. The result is an improvement on the part of the farmer, better barns and houses are being built, and it rests with merchants to encourage this movement tending to increase the spending power of the farmer. With the merchant going out after the farmer's trade and with the introduction of rural telephones, water systems in farm houses, and similar improvements, an opportunity is presented for merchants to develop increased trade by awakening the indifferent farmer to the change in the methods of living since the days of his parents. A Norfolk farmer had 33 apple trees on an acre of land and as a result of encouragement, this farmer made \$433 net this year from these trees. Old orchards are being made to pay far greater returns as a result of this educational work and, as a result, more money is being spent with the local merchants. It will pay merchants, Mr. James concluded, to help in this work which the Government is doing.

The Retail Association.

Ex-Mayor S. Stevely proposed the toast of the Retail Hardware Association, it being responded to by D. Brocklebank, the retiring president, and D. Cinnamon, the new president of the association. Both referred to the great progress of the association, and the im-

portance of bringing the retail hardwaremen of the province together.

Sister Associations.

The toast of the "Sister Associations" was proposed in a "speak about a minute" talk by Secretary Wrigley of the retail association, the names of James Hardy, secretary of the Canadian Wholesale Hardware Association, who referred to the influence the retailers had with the local newspapers and urged that they use it in an endeavor to maintain the prestige and protect the interests of the trade they are part of.

C. C. Ballantyne, ex-president of the Canadian Manufacturers' Association, Montreal, said that when he attended the Hamilton convention a year ago, he was much impressed with the value of the association to the manufacturers and

Yip-l-Addy-l-Ay-l-Ay.
Yip the Association,
It's the mascot that beats them all.
Standing together we have the call.
Yip-l-Addy-l-Ay-l-Ay, -



THE HARDWARE QUARTETTE,
Singing "Yip the Hardware Trade."

jobbers, as well as to the retailers themselves. He referred to the pleasant visit of about a hundred of the association to Montreal last summer, and he said that the Montrealers had enjoyed the visit so well that he now extended an invitation to hold the 1911 convention at Montreal. He also urged that the association widen its scope of activity and accept as members, retailers from other provinces.

"Hardware and Metal" was on the toast list, but owing to the lateness of the hour and the absence of Col. J. B. MacLean, the toastmaster merely read a telegram from Col. MacLean, expressing his regrets at being unable to attend, owing to the sudden death of Mr. Stewart Houston, an associate of Col. MacLean in publishing The Financial Post. The telegram also expressed the wish that the association would be able to go with Col. MacLean to visit the Guelph Agri-

cultural College at next year's convention.

The Hosts.

R. C. Chown brought the toast list to a close by calling upon those present to drink the health of "Our Hosts," the London manufacturers and jobbers.

John Stevely, of the Columbia Handle Co., chairman of the local reception committee, replied and at the close of his remarks the "Hardwaremen's Auld Lang Syne" was sung with clasped hands around the room.

J. S. Weichel, Elmira, is responsible for the following song sung at the banquet.

At Home Any Old Place.

We Hardware boys are full of joys,
No matter where we go.
We always aim to be the same,
And let the people know
That we're an honest crowd of men
Who aim to do what's right
Be bright and cheerful where'er we go
And try with all our might—

Chorus—

To be at home in any old place
No matter where we go,
In London or in other towns
All through Ontario.
They all love us in our own homes
You bet we're just the stuff.
We're always welcome where we go,
And I guess that is quite enough.

Now Weston Wrigley's just all right
No doubt you all know that,
And Caslor is a good old soul
And works with all his might.
They both are just two dandies,
Their kind is hard to beat,
And with our worthy Brocklebank,
Three better you seldom meet. For

Chorus—

They are at home in any old place
No matter where they go,
In London or in other towns
All through Ontario.
They all are loved in their own homes,
You bet they're just the stuff
They're always welcome where they go
And I guess that is praise enough.

Now London's just a fine old place
And so are all its men,
And if we get another bid
We'll gladly come again.
We've enjoyed ourselves enormously,
Myself and all the rest.
You London boys do take the cake
And we think you are the best—For

Chorus—

You are at home in any old place
No matter where you go,
In London or in other towns
All through Ontario.
They all love you in your own homes
You bet you're just the stuff.
You're always welcome where you go,
And I guess that is quite enough.

THE EXHIBITS.

The exhibit feature of the convention was greatly extended this year, as more than fifty firms had exhibits of goods sold through the hardware trade.

The City Hall was divided up into booths about 8 by 9 feet, and exhibitors vied with one another in endeavoring to have the most attractive booth.

Hardware dealers and manufacturers

expressed themselves as being particularly well pleased with this feature of the convention. An opportunity was given not only of showing the merits of the goods but also of the best methods to adopt to increase sales in the various lines. When a traveler calls on a dealer at his own store the dealer is often somewhat diffident about taking too much of the traveler's time, particularly if he does not intend to give him an order. At a convention, however, the dealer is not there to make purchases but to secure information and he is able not only to get pointers regarding the line he is selling, but also about competitive lines.

But just as there is a tendency among retail dealers to pay little attention to any goods except those they are handling, there is also a tendency among manufacturers to concentrate their attention entirely on the firms who are already handling their goods, or on firms in towns in which they have no agents. This is particularly true of manufacturers of roofing, paint, wire fencing and stoves, who confine their sales to one dealer in each town. The policy of selling to one dealer in a town may be all right, but manufacturers should endeavor to keep every good dealer informed about the merits of their goods, as their present agent may be burned out, may die, or may decide to retire from business or some other reason.

Every manufacturer wants to secure the best dealer in the town to act as his agent, but even if he has the best dealer as agent to-day, this dealer may not be the best man in another year or two.

A hardware exhibition which brings together the makers of the goods and the men that sell them to the general public must be beneficial to both parties.

Mechanical Displays.

Quite a number of exhibitors made use of mechanical devices which added greatly to the attractiveness of their exhibits and showed by the interest they excited the advantages of using devices of this kind in window displays in retail stores.

The Dover Mfg. Co., Canal Dover, Ohio, had an automaton showing a woman ironing with one of their asbestos irons. Another part of the device lifted the top off one of the irons showing the construction of the iron, while a card told in a brief way the merits of the iron.

The Canadian Oil Co., Toronto, had a moving sign showing a man with brush dipping a dozen colors from one pot. This firm had a full line of their Sterling prepared paints.

The E. C. Atkins Co., Hamilton, occupied the front window of the model store front and had a man sawing wood.

The Sherwin-Williams Co. had their "little paint man" very deftly wielding a brush.

Stoves and Roofing.

The Hamilton stove firms had a corner to themselves. The D. Moore Co.,

Burrow, Stewart and Milne Co., and The Gurney-Tilden Co. showing as complete a line as the available space would permit. The Gurney-Tilden Co. had also a full line of their builders' hardware.

The roofing firms were well represented. The Brantford Roofing Co., The Standard Paint Co., F. W. Bird & Son, and The Canadian Johns-Manville Co., showing their lines of prepared roofing. The Metal Shingle & Siding Co., Preston, and The Metallic Roofing Co., Toronto, had quite a varied line of designs for their metal shingles, siding, etc. Each firm emphasized the fact that their policy was to protect the hardware trade.

Complete lines of washing machines, wringers, etc., were shown by The Cumber-Dowswell Co., Hamilton; D. Maxwell & Sons, St. Mary's, and J. H. Connor & Son, Ottawa.

Razors and Tapes.

The Gillette Safety Razor Co., Montreal, showed the various styles in which their safety razors were put out and explained to the dealers the extensive advertising campaign they were carrying on to help them sell their goods.

The Lufkin Rule Co., Windsor, had their tapes and rules displayed very attractively in silent salesmen, and emphasized to the trade that these goods were "Made in Canada."

The Gendron Mfg. Co., Toronto, displayed bathroom fittings, wagons, go-carts, and metal stampings.

The Imperial Varnish & Color Co., Toronto, had full lines of varnishes, stains, etc.

Brandram-Henderson Co., Montreal, displayed mixed paints, white lead, China-lac, a new product, and sundries.

Traps and Silverware.

The Oneida Community had two spaces, one devoted to their Community silver and Reliance plate, and the other to such lines as Newhouse, Victor, H. & N. and Oneida Jump steel traps, chains of all kinds, mouse traps, and cow ties. This firm have recently published a magnificent catalogue showing their silverware and would be pleased to send one to any dealer handling silverware or thinking of adding this line to his stock.

The Allen Hills Edge Tool Works, Galt, which recently succeeded the Jas. Warnock Co., showed a complete line of their edge and lumbering tools.

The Alabastine Co., Paris, exhibited samples of alabastine.

The Canada Paint Co. showed samples of their various lines of paints and sundries.

The St. Mary's Wood Specialty Co. had a fine line of hockey sticks on display.

Thos. Bryan, Ltd., London, featured their brushes and feather dusters, a new line they have recently added.

The Supreme Heating Co., Welland, made a display of stoves.

The Martin-Senour exhibit featured their 100 per cent. pure prepared paint,

Senour floor paint, and wood-lac and specials.

Findlay Bros., Carleton Place, displayed stoves, and the Moffat Stove Co., Weston, also had a similar show, while the Northern Aluminum Co., Toronto, showed kitchen utensils.

S. F. Bowser & Co., Toronto, had a large exhibit of oil tanks in the model store.

The Carborundum Co. exhibited sharpening stones and carborundum razor strops.

The Dunlop Tire & Rubber Goods Co. display included garden hose and packing.

E. A. W. Beemer, Scotland, Ont., demonstrated the Beeemer adjustable door knob spindle.

The National Cash Register Co. displayed several cash registers.

Made in London Show.

The Dennis Wire & Iron Co. had wire door mats and lockers in their display in addition to the Kawneer store front construction.

Wortman & Ward showed washing machines; the Ideal Electric Mfg. Co., electric irons and the London Foundry Co., wheelbarrows, trucks, jacks, and Thermo washers.

The McClary Mfg. Co. showed stoves and enamelware and the Columbia Handle Co. a line of handles.

The Hobbs Mfg. Co. supplied the glass for the Kawneer store front and also showed a store front of their own.

Other Exhibits.

Goldie, McCulloch Co., Galt, had several safes in the store equipment show.

The Pittsburg Fence Co. showed wire fence, and the Lightning Polish Co., Petrolia, metal polish.

The International Varnish Co., Toronto, exhibited Elastica Flatline Satinette enamel, Klear Tone stains, Lacqueret and Klensa, a paint and varnish remover.

The Souvenirs.

Leather pen and pencil holder, The Gillette Safety Razor Co.

Hat brush, Thos. Bryan Ltd.

Memo book, Brantford Roofing Co.

Memo book, F. W. Bird & Son.

Asbestos Iron paper weight, Dover Mfg. Co.

Steel tape attached to badge, Lufkin Rule Co.

Gold-plated hat pin and brooch, Canada Paint Co.

Small hockey stick, St. Mary's Wood Specialty Co.

Pencil sharpener, Imperial Varnish & Color Co.

Large paper clip, Canadian Oil Co.

Sharpening stone, The Carborundum Company.

Pencils mounted with stove, Gurney-Tilden.

Watch fob and carnation for each lady, International Varnish Co.

Paperknife and blotter, McClary Mfg. Company.

HARDWARE & METAL

Reestablished

1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

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SUCCESSFUL HARDWARE MEETING

The annual convention of the Ontario Retail Hardware and Stove Dealers' Association, just concluded at London, a full report of which will be found elsewhere in this issue, was the most successful in the history of the organization, both in point of attendance and in the results achieved by the discussion of the various matters brought up for consideration.

The decision of the convention to organize a mutual fire association was a strong forward step, but subsequent events will surely show the wisdom of that move. If there were but one live question discussed at each annual meeting the convention idea would justify itself. But where so many matters of interest to hardwaremen are discussed it is a matter of importance that those engaged in the trade should try to be present at least for one or two days.

From the opening of the convention until the banquet at its close the business of the meeting went with a swing. The "question box" and "mock sale" sharpened the wits of those present, and the displays in the exhibition hall gave sufficient ideas in store and window display, and in a knowledge of the goods sold in hardware stores to last a merchant through the year.

Nor was the amusement feature lost sight of. The smoking concert, the curling match, the visits to manufacturing plants, and the banquet wind-up extended the acquaintanceship of every hardwareman who participated.

All in all, the London convention will go down in the history of the association as a particularly successful and eventful one.

NEW IDEAS THE LIFE OF TRADE.

The man who "never did business like that" is gradually weeding himself from the mercantile field. When confronted with the problems of the present and having suggested to him certain courses to pursue, he puts up the plea that he has never done business that way, has heretofore been successful and sees no reason why he should modify, change, or add to that which has made him where he is. He keeps on for a while in the way he is going, and although he insists that he is doing good business, he knows that something is wrong, somewhere, but he still sees no reason for adopting newfangled ideas.

If we can't make up our minds to do the things of to-day as the necessities of the day demands and shape our methods according to the particular requirements of the present, we'll sooner or later find that he who has a way of his own of doing things, and persists in doing things that way under any conditions, will get left far behind in the race for business.

A man goes to bed with a clear conscience that he has fixed his business properly for the problems he has contended with during the day, but he wakes up to his business the next morning with some new series or sets of trouble confronting him that demand other treatments.

Ignoring or passing over won't rid his business of the annoyances, and because he didn't have them to contend with 10 or 20 years ago, he fools himself expensively if he attempts to let them go unnoticed and unconquered.

It doesn't make any difference how we did business some other day; the problems of to-day are the ones that demand our attention to-day, and if we don't know how to handle them, it is up to us to find out immediately.

HARDWARE IN NEWFOUNDLAND.

The special report upon the trade and commerce of Newfoundland submitted to the Ottawa Government recently by J. E. Ray, Canadian Trade Commissioner at St. John's, Nfld., contains much food for thought by Canadian manufacturers generally and Canadian hardware manufacturers particularly.

Mr. Ray says that as the population of the island is limited (about 235,000), there is a natural tendency to underestimate both the purchasing power and the extent of Newfoundland's market. The geographical position of the island, too, has tended to depreciate the value of its trade. But some idea of the value of that market may be gauged when it is remembered that the latest available statistics (1908) show imports amounting to \$11,500,000. Canada's share of this trade stood at \$4,200,000.

Dealing particularly with the hardware trade, Mr. Ray says: "Hardware is a branch of industry that should receive special consideration by Canadian manufacturers."

The imports of hardware into Newfoundland are now valued at \$300,000 annually, and are certain to increase as the island advances. While Canada stands first in general trade with Newfoundland, in hardware this country drops to third place. Of the \$300,000 of hardware imports last year the United Kingdom sent \$129,000; the United States, \$92,000; and Canada but \$59,000.

It is difficult to specify the particular articles imported, because of the classification in the customs returns, but Mr. Ray says that on investigation he finds that edge tools, axes, planes, files, locks and hinges are almost entirely brought in from the United States; and it is with that country rather than with Great Britain that Canada must compete to secure predominance in the hardware field in Newfoundland.

Other hardware lines figuring prominently as imports into the island include: hatchets, saws, sledges, hammers, cutlery, skates, safes, vault doors, cash registers, guns, lead pipe, shot, scales, stoves, anchors, chains, fish hooks, wire ropes, tin, lead, iron and steel fencing and tin-smiths' and coopers' rivets. For this trade Canadians should make a bid. Our country has the coveted advantage of proximity, and Newfoundland business men are sagacious enough to place orders where deliveries can most readily be made if quality and price conditions are satisfactory.

THE SPRING STOCK.

Having gone through his inventory the merchant is in the best of positions to order his spring stock. He knows the lines that sold well during the past year, and his added experience—and no man is so well posted that experience cannot help him—will enable him to buy all the more wisely for this spring. Probably during the past year the community has added a new industry, or may be one is coming, or fresh exploitation has added to the consumption demands. The dealer should, therefore, take an intelligent grasp of the probable consumptive needs of the district, and not be afraid to buy liberally. The man who buys conservatively on the eve of such a consumptive demand that we have every prospect of experiencing this spring is discounting his success. In addition the dealer who looks well ahead is safeguarded against any likelihood of a shortage in lines, or a shipping congestion.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

Montreal.

Bar Iron and Steel—Up 5c.
Turpentine—2c advance.
Linseed Oil—2c cut.

Toronto.

Linseed Oil—Down 2c.

MONTREAL.

February 11.—Prices have held unchanged during the week in the local markets, with the result that there is a firm tone all the way round. Trade continues to show the good gait that was manifest last week, and jobbers are more than pleased at the development. While the smaller users are still buying as they want the metal, good orders have been received for the first boat shipment to the lower ports. Business is especially good in sheets, and in spelter.

It is unfortunate that the primary markets have not done their share in promoting business. A general firming up all the way round would stimulate buying, for there is no encouragement just at present to book ahead. If users thought that prices were in for a steady upward movement they would be more ready to buy.

Steady business is reported in pig iron and steel, and Canadian furnaces are satisfied with conditions. In the States, however, there is some disappointment that February business is not showing better strength. January was admittedly on the dull side, but it was anticipated that February would see the starting of a strong movement. This has, however, not materialized. Users seem more fully booked up on old contracts than was thought to be the case. Both copper and tin are suffering from overproduction, and the markets have been disappointing.

Pig Iron—Some good contract have already been placed for imported iron for first shipment, and prospects look good for a record season, especially as home furnaces are expected to experience even a heavier pressure this year than last. While new business is not on the heavy side, so far as the domestic plants are concerned, some fair orders have been booked. Delivery on old contracts is still behind hand, although great leeway has been made up. Prices are well held. The expected buying movement in the States to open with February, has not shown up, and now it is thought that things will be quiet for another month or so. Pig iron is reported dull, and while some steel lines are well booked ahead others are not so. Business is not evenly balanced, and it is probable that prices will reflect these conditions before long.

Tin—No changes in local prices are announced this week, and the jobbing quotation of 35c still obtains. Some

fair orders are reported, with the metal going into use at once. Tin like copper, is suffering from the lack of confidence of users in the primary markets. The English market has been fluctuating, but showed better strength during the middle of the week.

Copper—Copper remains unchanged at 14½c, with a fair buying movement showing. There is, however, little character to the market—a reflection of the conditions obtaining in New York. There is a steady consumptive call across the border, but the larger users seem to be out of the market. Exportations are quiet, but production cannot be said to be the same. Producers, however, are firm in their attitude, and each side seems to be waiting for the other to make a break. The speculative English market, while declining in the face of adverse conditions has only done so very slowly.

Spelter—There is no change in the spelter market locally. Good business is reported, while a strong demand is expected to show up later on. The English market remains firm under the strong control of the convention, but St. Louis shows a slow sagging movement, dating from the commencement of the year.

Lead—Imported lead is still quoted at \$3.75 for jobbing lots with domestic at \$3.70. Trade is good with fair inquiries. The English market is fluctuating under quiet consumption, and plenty of metal in sight.

Scrap—The market is unchanged from last week. Buying is on the quiet side. We quote: Heavy copper and wire, 1b., 11c; heavy red brass, 10c; light brass, 6½c; tea lead, 2½c; heavy lead, 2½c; scrap zinc, 3c; No. 1 wrought iron, \$12; machinery cast scrap, \$15 malleable, \$9; miscellaneous steel, \$7.

TORONTO.

February 11.—Unlike conditions reported from the United States the metal situation in these parts is very good. They might be better, it is true, but on the whole they are quite satisfactory. Certainly February has opened up much better than did January and the local prices are all firm.

There is not a single price change this week. The stock flurries in New York the past two weeks have caused some talk, but as yet they have not directly affected the market here. Politics are held to be at the bottom of the game. Manipulators evidently wish to keep Congress from tampering with the tariff, and also to restrain the President from annoying the trusts.

Pig Iron—Still the foremost metal is pig iron, with existing demand great. All the Canadian plants report "full up" business, and local metal men handling Scotch and English irons say con-

ditions are pleasing. Prices hold strong at the figures ruling the past several weeks: Summerlee ranges from \$23 to \$24; Middlesboro No. 3 and Cleveland, \$22; Glengarnock, \$23.50; Jarrow and No. 1 Clarence, \$21.75; and Canadian foundry iron, \$22. February has opened up well.

Copper—The local situation is unchanged from last week. The prices are at the old figures, 14c and 14½c for hundred pound lots of casting and lake ingots respectively. The tone is easier, though, because of the fluctuations in copper stocks in New York, and this has also cut down orders somewhat. The exports of Canadian copper, now average 26,000 tons yearly, principally to the United States.

Lead—The general situation with regard to lead is somewhat easier than at the beginning of the month, though locally no change is apparent, and quotations remain at \$3.75 for Trail and \$3.85 for English lead. British Columbia last year produced over 45,000,000 pounds of lead, valued at nearly \$2,000,000. Exports of lead ore amounted to over 2,000 tons, and of pig lead nearly 7,000 tons.

Tin—This metal while still quoted at \$35 in hundred pound lots is also somewhat easier, and was offered slightly below this figure about the middle of the week.

Sheets and Plates—Manufacturers are yet buying good quantities of tin plate, and with sheets, both these lines are active. Values all round are firm, present prices being regarded on all sides as reasonable.

Spelter—The market is firm. There is said to be a good demand for Slocan zinc ores by western smelters, and in consequence both ores and zinc may advance. \$6 is, however, regarded as a fair figure, and while present demand is good more business will need to be in prospect before higher figures rule, say some metal men.

U.S. IRON MARKET.

Cleveland, O., February 10.—The Iron Trade Review says: The iron and steel market in this district, taken as a whole, continues to show considerable irregularity. In a few lines, new offerings and specifications exceed expectations of a month ago, while in some branches the market is quiet as respects new buying, and in still others it is dull in regard to additional tonnage and in the manner in which consumers are specifying. Basic conditions surrounding the industry are considered sound. There is a vast amount of tonnage on the books and there is a large volume of new business in sight in most all lines. While the tonnage involved in orders coming out at present shows a decline when compared with the total bookings of the closing months of the old year, it shows a healthy increase over corresponding periods of the past.

HARDWARE MARKETS

MONTREAL.

February 11.—There is no doubt as to the spring movement being now in evidence. Orders are swinging in freely from the Northwest and the Maritime Provinces, while the booking is getting much heavier for delivery by the first boats for the lower ports. Undoubtedly the demand for spring goods has opened much earlier than is usually the case, while quantities are much heavier than at this time last year.

Owing to the low stocks being generally carried, dealers seem anxious to get their goods, and this is especially noticeable in builders' hardware. A movement in guns and ammunition is also noticed, which shows that the heavy stocks carried last year have all been cleared off.

No price change of importance is announced except in bar iron and steel lines. These are up 5c with the exception of tire steel, which shows a 10c advance. This has been expected, owing to the advance in raw material.

Spring Lines—Although the east is slow to open, orders are now coming in strongly for the first boats to the lower St. Lawrence ports. Dealers are anxious for delivery, as they anticipate an early spring demand. The Northwest and the Maritime Provinces are now taking immediate delivery in their spring goods. Lawn goods are moving well, likewise green wire cloth, screen doors and hinges, refrigerators, and freezers. Assorted orders for general hardware are also good, and there is a satisfactory movement in house cleaning utensils and enamelware. Jobbing houses are also receiving heavy orders for glass.

Builders' Hardware—The desire of merchants to get delivery in builders' hardware shows that building is expected to open early, and that stocks are light. Makers are behind hand, however, in special finish lines. The market is unchanged, and we quote: Lock sets (inside), \$4 per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32½c to 33c.

Bolts and Nuts—The demand continues to show up well, and with plenty of construction work in hand the consumptive call is very satisfactory. Some good orders have been booked for first boat shipment, also in nails. No changes are announced, and we quote: Discounts on carriage bolts ¾ and smaller, 66 2-3; machine bolts, ¾ and less, 6, 10 and 5; coach screws, 72½; stove bolts 80 and 7½.

Miners' Supplies—orders continue to come in well for assorted lots. The market is firm, and we quote: Miners' picks, 16½c a pound; prospectors' hammers, 16½c; pick handles, \$1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

Lumbermen's Supplies—Peaveys and pike poles are now in strong evidence, also ball and heel calks. The market is firm, and we quote: Cant hooks, \$12 a dozen and up; axes, \$6.50 a dozen and up; axe handles, \$1.15 and up; cross-cut saws (inferior) 25c a foot and up; better grades, 43c per foot and up; axe wedges, 25c a dozen and up; ball calks, \$4; heel calks, \$4.25; Peaveys, \$12 a dozen; pike poles, \$12 a dozen.

Wire—Barb wire is now commencing to move in strength, as well as other lines. We quote: Barb wire, car lots, mixed, \$2.45; small lots, \$2.50; plain twist, car lots, \$2.75; small, \$2.80. Galvanized wire, No. 1, \$2.25 in straight and mixed car lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30; straight and mixed car lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO

February 11.—Business is somewhat livelier this week. The convention of hardwaremen at London has necessitated fewer visits from travelers and the snowstorms, which seem to have been general over the province interfered with deliveries, and in some cases sales also, but on the whole trading is beginning to open well with a stronger demand for spring goods.

Prices are unchanged and the market is firm, with a good undertone. Shovels are the strong item of the week. Some repeat snow shovels went out in small lots, but shovels for farm, construction and mine work were the principal hardware line. Large quantities of pitchforks, too, have been sold, and generally outdoor farm tools and implements have had a big call. Building paper is another good line and maple syrup supplies are fair. Wire nails are opening up well in demand, and general shelf hardware in fair sized orders have been going forward all week.

Spring Goods—The approach of March has given a great impetus not only to booking spring goods, but as well to the movement of these lines. Delivery which last year did not commence in earnest until March has already set in. The demand is principally for outdoor farm implements and tools.

Builders' Hardware—City hardwaremen say there is sufficient building doing through the winter to keep them busy. Outside hardwaremen are beginning to stock up. Pretty large quantities of roofing and siding paper have moved during the week.

Household Goods—Kitchenware and housecleaning goods have the best call, but demand is not so brisk now as several weeks ago. It will revive, however, by the middle of March.

Sporting Goods—Booking for spring and summer is the principal thing now

in the sporting goods line. Actual business is a little off color at present.

U. S. METAL MARKET.

New York, Feb. 9.—The Iron Age says that returns from the blast furnace companies show a slight falling off in January from the pig iron production of December, or from 2,635,680 gross tons of coke and anthracite iron to 2,608,605 tons. The steel works' furnaces did a little better in January, advancing from 57,058 tons a day in December to 57,200 tons. The merchant furnace product fell off over 1,000 tons a day, or from 27,964 tons in December to 26,948 tons last month. Capacity active, February 1 was 586,512 tons a week, against 595,216 tons a week January 1, a decrease of 8,704 tons. The number of furnaces in blast is unchanged at 313. The most significant development in the pig iron market is that the United States Steel Corporation is negotiating with the Bessemer Pig Iron Association for a round tonnage of Bessemer iron for delivery in March, April and May. Such a purchase would have a beneficial effect upon the drooping market for steel-making iron.

COMBINED MOP WRINGER AND BUCKET.

A new mop wringer and bucket combined, recently put on the market, is named "Ely's Dandy," manufactured by the Theo. J. Ely Mfg. Co., Girard, Pa. The accompanying illustration gives a somewhat clear idea of the wringer and bucket. The bucket is made of selected white cedar, with galvanized



Ely's Dandy Mop Wringer and Bucket Combined.

wire hoops. The rollers are of hardwood, placed even with the top of bucket, giving plenty of room for water and mop. The springs are of tempered steel and the levers of wrought steel. The guides are made of malleable iron which pass over the top, and they are securely fastened by bolts through the flanges fitted to the outer contour of the bucket, giving thereby strength and preventing warping. The buckets are made in three sizes—10, 14 and 22 quarts—for family, general and hotel, etc., use. The rollers wring the mop dry with ease.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

Architectural Finishes and Stains.—Under the foregoing title the International Varnish Co., Toronto, has issued a booklet of particular interest to architects, and as well interesting to hardwaremen handling paint lines. The booklet contains specifications and descriptions of the company's brands of stains and varnishes, the information being in concise and simple form. Special attention is drawn to "kleartone" oil stains and silver gray "kleartone" acid stains for enhancing the beauty of the wood over which they are applied. A chapter devoted to "a few points on varnish" is well worth reading for the useful information contained regarding this paint line. A number of colored illustrations showing the finish put on by "kleartone" stains and varnishes are natural and effective. The booklet is an artistic one and is bound in an imitation alligator skin cover and envelope.

Simonds Saws and Knives.—The 1910 catalogue of the Simonds Mfg. Co., Pittsburg, Mass., is now being distributed among the hardware retail and jobbing trade. Rearranged, revised, brought up-to-date, with many new articles added, the catalogue now presents a complete list of the articles manufactured by this big saw firm. The items of especial interest to the hardware trade are briefly:—A more complete list of one-man cross-cut saws; cross-cut saw handles; saw tools; three new manufacturers' brand hand saws; new pruning, compass, keyhole and nests of saws; and wood saws carefully arranged and listed in a practical way. Several sizes have been added to the Simonds hack saw line. Metal cutting saws for all machines are also listed complete. The catalogue is bound in cloth-covered boards, and is printed on coated paper, thus allowing the many illustrations to show up sharply and well.

Gurney-Oxford Gas Range.—The Gurney Foundry Co., Toronto, are issuing at present their 1910 catalogue of gas ranges, gas and coal combination ranges, and gas heating and cooking appliances. The frontispiece this year is a photo engraving of the Gurney-Oxford gas stove exhibit at New York last December, and the open letter from E. H. Gurney accompanying it states that "universally the goods shown were admitted by all to be superior to any on exhibition there." As usual this company is putting forward "quality" reasons to prove the high rank their goods hold. Besides illustrating and describing a number of their many stove lines, the equipment is dealt with in detail. The ovens show advanced quality in construction. The bottoms are of cast iron with asbestos, air spacing and sheet steel. The oven lighter has no pilot. To light the burners it is necessary to open the oven door and turn on the gas before applying the match. The oven door is spring hinged and perfectly balanced. The handles are of wood and the oven door has a modern catch. The air mixer can be quickly adjusted to suit the gas pressure. It is a modern mixer the hub being cast in one piece with the burner and also being round in shape the air

flows in freely. This, too, promotes perfect combustion and the best cooking results. The top burners are all removable, no bolts being used. They are easily cleaned. The upper cap fits snugly on the top of the lower bowl, and slightly overlapping. Dust and grease are allowed to run past into the draw-out pan instead of clogging the burners. The burner is noiseless. The feed pipe is of square formation with extra thickness where the valves enter. The valves have small springs which prevent looseness or leakage. In general all the gas stoves and ranges are fitted with this equipment and the stove lines are made for natural and artificial gas.

Kitchen Hardware and Specialties.—An illustrated catalogue of the Lasher Mfg. Co., Davenport, Iowa, makers of kitchen hardware and hardware specialties, contains descriptions of a number of new and novel household goods. The Lasher Co., last year purchased the business and good will of the Paxton Hardware Mfg. Co., of Paxton, Ill., and has greatly enlarged the number of metal specialties manufactured. Some of these lines include the Paxton roaster and baker, Lasher's spring in handle pot covers, a display cabinet for these covers, the kitchen kumfort plate scraper, tea and coffee pot repair knobs, rotary cake and doughnut cutters, Lebanon cake cutters, egg beater and potato masher, and combined grater and slow cutter. There are a great many other combined household necessities—all of them novel and most of them new. The economy oven, a portable cover for the top of gas plates or stoves, is a simple contrivance which is said to do a great many things besides reducing the size of the gas bill. The catalogue is so bound that the leaves can be quickly and easily removed or inserted.

Boeckh's Painters' Brushes.—The Boeckh Bros. Co., Toronto, have just published catalogue No. 51, which is devoted particularly to their painters' brushes. The catalogue is divided into two parts: part "a" to steel grip, solid centre, all-bristle brushes; and part "b" to "pure O.K. white" all-bristle brushes. These brushes are made by skillful workman and every one of them is guaranteed. The company has made a special study of the requirements of the practical painter, and the lines now manufactured are the result of their observations. The highest grade of bristles are used, bristles with some elasticity in them; and the "steel grip" pressure of the nicked ferrules makes it impossible for the bristles to come out. No nails are used in the brushes and the shape of the handle permits of easy holding in the hand. A couple of pages in the front of the catalogue headed "pointers" and "special notice" treat of the care of brushes and of their manufacture.

EXPORT TAX ON NEWFOUNDLAND ORE.

An important source of revenue was announced in the speech from the throne read at the opening session of the Newfoundland Legislature on January 26. The Government has made an arrangement with the Dominion Iron and Steel Co. and the Nova Scotia Steel and Coal Co. which are owners and operators of very extensive ore properties at Wabana and which carry on operations in the

hematite iron mines at Bell Island, whereby the colony will receive a royalty of 7½ cents a ton of the gross output, which averages 1,000,000 tons annually.

Hardware Trade Gossip

Quebec.

M. J. Butler, of the Dominion Iron & Steel Co., Sydney, has been visiting Montreal.

A. J. Teakle, of H. & J. Young, Quebec has been calling on the Montreal hardware trade.

H. H. Dalton, of A. M. Bell & Co., Halifax, was in Montreal last week en route to Toronto and American points.

Walter H. Warrington, filter expert, of the Aikenhead Hardware, Toronto, has been calling on the trade in Montreal.

The Dominion Wire Manufacturing Co., Montreal, have removed their warehouse in Youville Square to 26 Grey Nun Street.

J. M. Noel, wholesale hardware merchant of Quebec City, died last week at the age of 40. The business will be carried on by Mrs. Noel, under the direction of J. A. Fillion.

The Gillette Safety Razor Co., Montreal, have taken action against A. E. Rea & Co., a Montreal departmental store, to prevent the latter from selling their razor at a price less than \$5 each, and blades at less than \$1 per dozen.

Ontario.

Clark & Crawford, hardwaremen, Niagara Falls, have dissolved partnership.

A syndicate composed of the Hamilton Steel Range Co. and other interests is said to have purchased the Blairton iron mine, six miles east of Havelock.

John P. Hockin, general superintendent of the Taylor-Forbes Co., Guelph, and former superintendent of the Dominion Radiator Company of Toronto, died there on February 3.

The Aikenhead Hardware, Thos. Meredith & Co., and The Russill Hardware Co., all of Toronto, were awarded contracts by the Toronto civic authorities for hardware supplies required during 1910.

G. M. Haskett has disposed of his interest in the hardware business at Markdale to his son, G. C. Haskett, who has been managing the same for past two years. The old name "Haskett Bros." will be retained.

Edgar Reginald Haydon, for several years past with Rice Lewis & Son, Toronto, died last week and was buried last Saturday afternoon. He was the son of Dr. T. J. Haydon, Newton Abbot, England, was 26 years of age, and leaves his mother and two sisters behind him.

Bennett's hardware store staff at Gananoque was of unexpectedly small proportions a few days ago. The proprietor, W. W. Bennett, was confined to his home by illness; D. W. Bews was in Belleville getting married; and Robt. Tulloch met

Trade News from the Atlantic to the Pacific

Court Restrains Sale of Safety Razors at Ottawa — Kingston Hardwaremen Want Plumbing Inspector — Annual Meeting Brantford Steel Range Co.—Victoria Hardware Firm to Build New Warehouse—Vancouver Man Invents New Open Grate.

Western Canada.

W. Renick is opening a hardware store in Macleod.

Wm. Field is opening a hardware store at Diamond City, Alta.

Whimster & Co., hardware merchants, at Fernie, suffered loss by fire recently.

Agar Bros. have sold their hardware business at Edmonton to P. McClary.

Tweedy Bros., of Cowley, Alta., are opening a hardware and implement store.

The Hardware Specialties Co., of Winnipeg, is opening an office at Portage la Prairie.

Winchcombe & Tyndall are commencing in the hardware business at Winnipeg, Alta.

The Marshall Hardware Co. have opened a branch hardware store in Brooks, Alta.

D. D. Farmer has commenced in the hardware and harness business at Gleichen, Alta.

H. H. Parslow, of Calgary, has bought out the Monarch Hardware Company's store at Monarch, Alta.

Eugene Clark, hardware and implement dealer, Viking, Alta., has admitted R. H. Sharpe, as partner.

Hayr Bros. have purchased two lots on Redpath street, Lethbridge, for the purpose of erecting one of the finest hardware stores in Alberta. This firm has been in Lethbridge less than two years.

A. P. Harsman, manager of the Gurney Standard Metal Co., Calgary and Edmonton, died of pneumonia on Tuesday last, Feb. 8, while on a visit to the branch at the latter city. He had been manager of the company since its inception, making his home in Calgary. Previously he had been with the Ashdown Hardware Co., of Winnipeg, acting as manager of the Calgary branch. He was an eastern man originally.

O. B. Manville and J. L. S. Hutchinson have bought out the Clark Hardware Co., at Saskatoon, and will take possession at once. They purpose taking an inventory preparatory to putting in a complete stock of general hardware and going after a big share of the trade of the city. Mr. Hutchinson will be manager at Saskatoon and the new concern will be known as the Saskatoon Hardware Co. Mr. Manville now has a hardware house in Prince Albert, where he has been doing business successfully for years. He carries there a stock given at \$150,000. Mr. Hutchinson is well-known in Saskatoon as a competent business man.

A six storey apartment house will be built at the corner of Beverley and St. Patrick streets, Toronto, by David Lavine.

HALIFAX.

February 7.—As a result of the recent severe thaw combined with heavy rains, many lumbering concerns have been forced to bring their crews out of the woods for the present. This will doubtless affect the lumbering industry for a time, and will, in turn, affect the sale of many lines of hardware. Dealers are hoping, however, that conditions will now begin to improve in this respect and that operations will soon again be in full blast.

Notwithstanding the recent fluctuations in the cotton market, raw cotton appears to be quite scarce and manufacturers are still quoting very high prices on all kinds of fishing supplies—such as tarred cotton lines, cotton seine twine, net twine, etc. It is not expected that there will be any reduction in these lines for some time.

Linseed oil is still very firm, and on account of the shortage of flax seed, manufacturers consider that these prices will be fully maintained until the new crop is on the market.

All lead products are also expected to advance in the near future.

T.R.S.

ST. JOHN.

Feb. 10.—The annual meeting of the shareholders of the James Pender Co., wire nail manufacturers, was held Wednesday, Feb. 2, when the following officers and directors were elected:—G. S. Fisher, president; H. R. Sturdee, secretary-treasurer, James Pender, managing director; Joseph Findley, J. Fraser Gregory and J. B. Purdy, additional directors. An offer was made to the stockholders by Montreal capitalists interested in the new Lake Superior Milling Co., at Fort William, to purchase the stock of the company at \$215 per share. The par value of the shares is \$100 and big dividends have always been paid. An offer has also been made to Mr. Pender to assume the management of the new company at Fort William and the decision of the stockholders to sell their holdings will depend largely on whether or not Mr. Pender goes to Fort William, though even in that case he would still be the real manager of the St. John company, which would be the maritime province branch of the other. Although the stockholders are reticent about the offer, it is understood that those who desire to buy are offering 75 per cent. in bonds and 25 per cent. in stock of the new company.

Alderman Wm. Lewis, the oldest man at the council board has announced that he will retire from civic life in April. Ald. Lewis who is founder of the iron works, conducted under the name of William Lewis & Sons, has had a long

and honorable record at the council. He retired from business a few years ago.

W. E. H.

OTTAWA.

February 8.—The annual meeting of the Ottawa Retail Hardware Association was held or rather called for, Tuesday, February 1, but owing to the small attendance of members the transaction of business was postponed. However, those present indulged in a game of euchre, as there is another contest now in progress. The secretary states that the night of the meeting was changed to Tuesday as it was considered a more suitable night for some of the members, but the change did not have the right effect this month.

The Fleming-Dupuis Supply Co. has secured a Federal charter to carry on the quarrying business and deal in cement.

The second injunction order restraining the sale of Gillette Safety razors at less than regular prices, was issued on Friday by the High Court to A. E. Rea & Co. This firm advertised a Saturday sale of these razors at \$3.75 but the Gillette people obtained a ten-day stay of the sale order from the court.

G. E. M. H.

KINGSTON.

February 8.—As stated in our last correspondence, Henry R. Taylor, hardware merchant, is carrying on an active campaign, for the appointment of a plumbing inspector, and as a result of his motion at the last meeting of the Board of Health, the council will be asked to appoint such an official. Only one member of the board opposed Mr. Taylor's motion. Mr. Taylor was appointed on the board at the first of the year, and ever since, he has been taking up the matter. Just what action the City Council will take, is, of course, a hard question to answer, but it is believed, however, that it will pass. One reason for believing this, is that some time ago, the Board of Health passed a resolution, which says that by May 1, of this year, all privy vaults must be done away with, within a certain area, and that area takes in nearly the entire city, and with such a large amount of work, it will be absolutely necessary to have an inspector. Hitherto it has been the work of the city engineer to do the inspection, but he is so crowded with work, that it would be impossible to think of him being able to do it. In fact, he has stated positively, that he will not have the time. His department is overcrowded with work, and

should it be left with him, it would not receive the attention that it should.

John Lemmon, who is also a leading hardware man, has supported Mr. Taylor in his campaign, and as he too, is a member of the board, they have been able to put up a good stiff fight. They have the majority of citizens back of them as well.

At the present time, the city is having trouble with its water, there have been several cases of typhoid fever, and Mr. Taylor has given it as his opinion, that a great deal of this sickness is due to bad plumbing.

The council's decision will be awaited with keen interest. Kingston's hardwaremen have the interest of the city at heart, and they are deserving of the support and praise of all classes for the way in which they are striving to have the business of the city carried on in a business-like manner.

The Kingston Shipbuilding Co., which takes over the Government dry dock, on April 15, is making preparations to erect a large building for shops. The structure will be 120 feet long, and two storeys high, it is understood. All the most modern machinery is being purchased, and will be shipped here shortly.

Too much care cannot be taken in the use of ladders in hardware stores, for getting at the upper shelves. At Gananoque, Robert Tulloch, employed in T. W. Bennett's hardware store fell from a ladder, and was picked up unconscious. He suffered severe injuries, but is doing nicely now.

E.G.B.

BRANTFORD.

February 8.—Ald. Ham, chairman of the buildings and grounds committee of the city council, is securing estimates for improvements on the heating system at the Central Fire Hall, including storm windows and a furnace.

Brantford township council is considering the erection of a new school in Echo Place. F. Wilson was awarded the contract for cement at \$1.69 per barrel.

The market question is still alive and plans are being made to submit it to the people again.

The first annual meeting of the shareholders of the Brantford Steel Range Co. was held Monday afternoon, when a careful survey of the year's work was made and everything found in a satisfactory condition. It was decided to increase the capital stock of the company and A. L. McPherson was appointed secretary and general manager. Mr. Stamford is being retained as superintendent. The old board of directors was re-elected as follows: President, John Muir; vice-president, L. W. Ryerson; treasurer, Geo. H. Wilks; Jos. H. Ham and W. R. K. Stamford.

A. T. W.

VICTORIA.

February 4.—The B.C. Hardware Co. are calling for tenders for the erection of a large new warehouse, their present warerooms being too small for their large stock of heavy hardware. The new building will cost in the neighborhood of \$10,000.

The complete figures for building permits issued during January show an increase of 64 per cent. over the same period last year. The figures for this year are: \$128,985; January, 1909, \$78,080.

J. H. Todd has awarded the contract for the erection of a large three storey building, to be used as a modern apartment house, to Geo. Mesher. The price will be between \$30,000 and \$40,000. Work will commence at once and will be finished this summer.

W. B. C.

VANCOUVER.

Walter Thomas, of this city, who has already patented a successful gas producer, has worked out an open grate, which has particular advantages. Any grade of fuel may be used, even to slack coal, and every portion of it is utilized. In present grates, much of the best element of bituminous coal is lost, owing to the low temperature to which the coal is first subjected. In the Thomas grate, the hydrocarbons escape only by passing through a strata of incandescent fuel, which changes its characteristics and causes it to burn and consume itself in a scientific manner. Smoke is entirely eliminated by the simple application of the regenerative principle. The grate is an economical one, the cost being reasonable.

HARDWARE PATENTS.

The following is a list of Canadian hardware patents granted recently at Ottawa, and furnished by Fetherstonhaugh & Co., Ottawa:

J. B. Gorrell, Kendallville, Ind., lawn sprinklers.

R. Hoe, New York, saws.

F. S. Lang, Seattle, Wash., stoves.

A. C. Stevens, Hounslow, Eng., locks.

A STORE GIVES ACCIDENT POLICY.

A house furnishing company, in a western city, protects every mother and child who becomes a regular customer at the store by guaranteeing to give a receipt in full to any woman customer upon the report of the death of her husband or sole support.

This plan originated in the most natural way. A woman who had long been a customer wrote that she did not see how she could pay the bill she owed. Her husband, who had been killed by a street car, carried no insurance and the little money received from the street

car company was not enough to settle up things.

The firm immediately made her a gift of a receipt in full, and the free advertising received from this act of generosity brought in so much new business, that the plan of insuring mothers and children was adopted as a regular policy of the house, and is now advertised extensively.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Peat Fuel.—J. T. Holmes, Whitechurch, Ont., writes: "Can you give me the address of anyone who has a process for manufacturing peat from bogs into a fuel resembling coal. I have heard of the Robertson press (I think that is the name), but I do not know whether it is a success or not. Do you know of any later or more successful method?"

There have been a number of experiments made with peat fuel in Canada of recent years, but whether they have been successful or not we are unable to say. The Department of Mines at Ottawa has kept in pretty close touch with many of the experiments made and if a line is dropped to the officials there, no doubt a satisfactory answer would be forthcoming.—Editor.

NEW WHOLESALE AT REGINA.

Last week's announcement that J. Walton Peart, St. Mary's, Ont., intended removing to Regina, has been supplemented by the news that Peart Bros. Hardware Co., Regina, intend to establish a wholesale hardware business at that place.

The present firm succeeded the Western Hardware Co., some four years ago, at which time the Peart Bros, who were owners of the Western Co. purchased the stock and buildings of the Smith & Ferguson Co. Since that time they have done a large jobbing trade in blacksmith supplies, etc., in addition to their retail hardware business, and the latter having grown to such proportions as to necessitate a doubling of the floor capacity, it has been determined to entirely separate the wholesale and retail departments, placing each department under separate management, the one to work entirely separately from the other.

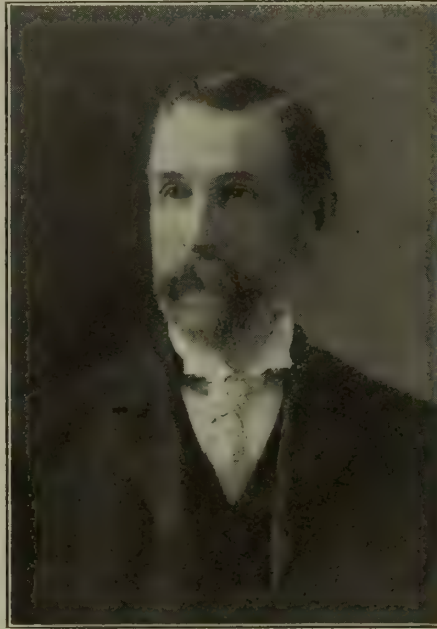
For the purpose of handling the wholesale trade advantageously, a large three or four storey warehouse building, modelled after the D. H. Howden wholesale warehouse at London, will be erected on Dewdney Street, beside the warehouse now being erected by the wholesale grocery firm of Campbell Bros. & Wilson, and the present expectation is

that by the middle of the summer or early fall the firm will have a complete stock of shelf and heavy hardware in the wholesale department, and that their representatives will be calling on the trade throughout Saskatchewan and Alberta.

The new firm will be composed of T. W. Peart and M. B. Peart, now of Peart Bros, Regina, and J. W. Peart, of St. Mary's Hardware Ltd., St. Mary's, Ont., who has sold out his interests there and will at an early date remove to Regina.

T. W. Peart moved west in 1897, at that time going as a clerk into the retail store now occupied by the firm, but then owned by the Smith & Ferguson Co. After six years with that company he branched out into business for himself as the Western Hardware Co., in

years, and his connection adds great weight to the new enterprise.



J. W. SMITH, Regina,

For a Quarter of a Century Connected
With the Hardware Business at
Regina.

That the new firm should prosper goes without saying. The field for their operations is extensive and the ability of the members of the firm has been proven. Brought to bear on the different

buyer; the experience of M. B. Peart, as the executive head of a large retail hardware business, and the experience of J. W. Peart, for several years as an accountant in a manufacturing and later as a hardware merchant.

J. Walton Peart, has been an executive officer of the Ontario Retail Hardware Association since its organization in 1906 and was the originator of the collection department as well as convenor of the mutual insurance committee for three years. Though too ill to attend the Hamilton convention a year ago his services were recognized by re-election to the executive committee. The Ontario Association loses one of its most capable members, but the west will benefit by having in their midst a hardwareman with a knowledge of the practical benefits to be derived from trade organization. If the retailers of the



T. W. PEART,

Who Went West as a Clerk 13 Years
ago and is Now Founding a
Wholesale House.

which he was soon afterwards joined by M. B. Peart, and to their joint efforts is due the extension of their retail business to its present proportions, making it one of the largest retail hardware concerns in Western Canada.

It is expected that the general management of the whole company will be in the hands of T. W. Peart, while the destinies of the retail and wholesale departments will be guided by M. B. Peart and J. W. Peart respectively.

The capital stock of the company has been augmented by funds raised in Regina and the east, and the new firm will be in an exceptionally favorable position for handling both branches of the trade. Associated with the Peart Bros. financially and executive is J. W. Smith, formerly Mayor of Regina, and a hardware dealer there for some twenty



J. WALTON PEART, St. Mary's,

Whose Executive Ability Will be Missed
in the Ontario Retail Hardware
Association.

departments will be the experience of T. W. Peart, as a hardware dealer and



M. B. PEART, Regina,

Who Will Have Charge of the Retail
End of the Reorganized Business.

west reorganize their association, as they must do sooner or later, Mr. Peart will be able to assist them in organizing a Western Retail Hardware Mutual Fire Insurance Co.

In his home town, Mr. Peart, has shown public spirit by organizing a Canadian Club, of which he is president, and by taking an active part in municipal politics, having been elected a councillor-at-large by the electors of St. Mary's in January last.

The following building permits have been issued recently at Winnipeg: H. Hirsh, two dwellings, \$2,000 each; O. Sturseter, two houses, \$2,000 each; Mrs. G. Bradshaw, house, \$3,000; Morgan & Daykin, five houses, \$2,000 each; Arni Eggertson, house, \$3,500; J. Campbell, house, \$3,000.

CORRUGATED IRON

We make it—either painted or galvanized in 3, 4, 6, 8, 10 foot lengths. In 27½ inch or 33 inch widths.

Metal Siding and Shingles

Galvanized or painted, all weights.

SEND US YOUR ORDERS

Winnipeg Ceiling & Roofing Co.

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Fort Rouge, Winnipeg

When writing advertisers kindly mention having seen the advertisement in this paper.

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In the Beginning

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Pease Furnaces

Cost most. The best iron and steel used in proper quantities and assembled by only expert workmen backed by an experience of over thirty-five years is worth money—cost money.

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Pease Furnaces

cost least, because the life of a Pease furnace is long—it gives satisfaction all the time, and means reduced repair and fuel bills.

You can add to your list of pleased customers with a Pease Agency.

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Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

**Our Western Correspondent Reviews the Market Outlook —
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.**

Winnipeg, Feb. 5.—Bonspiel week is the occasion of the visit to the city of a large number of retailers. The wholesale houses are keeping open house for their friends from the country and in several instances travelers have been called in to meet their customers in the city.

Dealers all report an active winter season and they are ordering freely in anticipation of a particularly active and prosperous spring. Values are steady.

Winnipeg Quotations.

Wire—Barbed wire, 100 lbs., \$3.15; plain twist, \$3.40; staples, \$2.90; annealed wire, \$3.00 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base. plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Poultry Netting—57½ per cent.

Horseshoes—"M R M" and "Bell" iron. No. 0 to 1, \$4.50; No. 2 and larger, \$4.25; snowshoes, No. 0 to No. 1, \$4.75; No. 2 and larger, \$4.50; steel, No. 0 to 1, \$4.85; No. 2 and larger, \$4.60; feather-weight, \$6.

Horse Nails—"MRM" cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$3.30; 7, \$3.05; 8 \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb boxes.

Wire Nails—\$2.80 Winnipeg and \$2.35 Fort William.

Cut Nails—\$3 per keg base; pressed spikes, \$3.50 base, usual extras.

Screws—Flat head, iron, 80, 10, 1. and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Bolts—Carriage ½ and smaller, 65; 7-16 and larger, 55; machine, ½ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Rivets and Burrs—Iron rivets 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 31c; 10, 34c per lb.

Harvest Tools—50 and 5 p.e.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Blocks—Steel, 45; wood, 60 per cent.

Hinges—Light T and strap, 65 p.e.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Stove Pipes—6-inch, \$8.69; 7-inch, \$9.31.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced 30; japanned ware 35.

Iron Washers—Full box, 45 p.e.; smaller lots, 40 p.e.

Galvanized Ware.—Pails, 40 and 5 p.e. Other galvanized lines, 37½ p.e.

Logging Chains—5-16, \$5.60; ¾, \$5.50; 7-16, \$4.80.

Enamelware.—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Grindstones.—Per 100 lbs., \$1.65.

Wringers.—Royal Canadian, \$35.00; new easy, \$39.00.

Crowbars.—4½c. per lb.

Steel Square.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.e.; No. 3, No. 4, 50 and 2½ p.e.; No. 1 scoops, 50 and 5 p.e.; all other grades, 45 and 5 p.e.; fifty cents per dozen net is added to equalize eastern freights.

Solder—21c per lb.

Lanterns.—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Rope.—Sisal, 9½, pure manila, 11; British manila, 9½; lath yarn, 9½c.

Corrugated iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Bar Iron.—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Pig Lead.—\$5. Lead pipe, \$6.

Sheet Zinc.—Casks, \$7.75; broken lots, \$8.50.

Copper.—Planished copper, 33½c per lb.; tinned, 24c.

Iron Pipe—Black pipe, ¼ in., \$2.45; ⅜ in., \$2.85; ½ in., \$3.50; ¾ in., \$4.25; 1 in., \$6.10; 1¼ in., \$8.30; 1½ in., \$10; 2 in., \$13.30; 2½ in., \$21.75; 3 in., \$28.60; 4 in., \$40.75; 5 in., \$50; 6 in., \$65. Galvanized: ¼ in., \$3.50; ⅜ in., \$3.85; ½ in., \$4.25; ¾ in., \$5.50; 1 in., \$7.90; 1¼ in., \$10; 1½ in., \$13.20; 2 in., \$17.60; 2½ in., \$29.

Fittings.—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Galvanized Iron—Appolo, 16 gauge, \$3.65; 18, \$3.70; 20, \$3.75; 22 and 24, \$3.85; 26, \$4.05; 28, \$4.45; 30-gauge or 10½-oz., \$4.65; Queen's Head, 20, \$3.85, 24, \$4.05; 26, \$4.45; 28, \$4.65.

Tin Plates—I.C. charcoal, 20 x 28 full box, \$9; ½ box, \$4.75; IX. full box, \$11, ½ box, \$5.75; IXX., full box, \$13.50; ½ box, \$7.

Terne Plates—I.C. plates, \$8.50.

Canada Plates.—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40, full polish, 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline, 24c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; National Light, 25c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 21c; Acme Lamp, 30c;

White Lily, 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils.—White Lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3.00; 100 pound drums, \$2.75; turpentine, bbl. lots, 90c per gal.; linseed oil, raw 90c; boiled, 3c per gal. advance on this price.

Ammunition.—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof, do., \$8; honker, in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins (50 lbs. bulk), per tin, \$26.50.

PRESENTATION TO C. F. SMALLPEICE.

Last Saturday evening, the heads of the different departments of Lewis Bros., Montreal, assembled at the residence of E. B. Ryan to partake of a luncheon and to show their appreciation of the guest of the evening, Charles F. Smallpeice, who recently resigned his position of warehouse manager and director of Lewis Bros., to accept the position of manager of the Province of Quebec for the Taylor-Forbes Co. of Guelph. A gold chain and locket with diamond setting, suitably inscribed, the gift of the office, warehouse and traveling staffs, was presented to Mr. Smallpeice, by J. Thurston Smith, sec.-treas. of the company. Among those present were E. B. Ryan, G. E. Chaffee, R. H. Dawson, C. J. Walker and A. P. Lowry. The traveling salesmen were represented by J. A. Bureau and Geo. Boisvert.

RAILWAY RATE DISCRIMINATION

A very strong case was presented this week to the Board of Railway Commissioners sitting in Montreal, by the Elder-Dempster Steamship Company, that the Canadian Railways were discriminating in hauling rates in favor of British exporters. The steamship line stated that the over-rail rate from Montreal to Vancouver was \$1, while that from Liverpool and other British ports was 75c. This was discrimination on behalf of the British manufacturer, and the result was that the Vancouver merchant would rather buy in the British markets than in those of Eastern Canada.

A FISHING CALENDAR.

The Horton Mfg. Co., Bristol, Conn., is sending out on request, to dealers in fishing tackle and hardwaremen handling that line of wares their "Bristol" steel fishing-rod calendar for 1910. The centrepiece is a reproduction in full colors of a painting by N. C. Wyeth, entitled "The Enthusiast." It shows a fisherman so taken up with his "bite" that he has swamped his canoe, which is being righted by his companion. The fisherman stands waist-deep in the stream holding high his fishing-rod toying with the fish yet in the depths of the water. It is an effective picture.

Ask US to quote you for

PARIS GREEN

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience; and know that we can compete

**HOYLE
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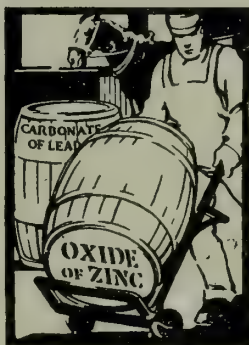
Used in factories of all kinds for hurried machine repairs. All machine shops and railway shops should have it. Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description

A. B. JARDINE & COMPANY
Hespeler, Ontario

Good paint requires

Good Raw Materials Correct Formulae and Thorough Grinding



In addition to these fundamental qualities, the manufacture of satisfactory paint requires the most exacting supervision, knowledge, skill, conscientiousness and honesty of purpose that are necessary in few lines of manufacture. The fulfilling of these requirements in the manufacture of

SHERWIN-WILLIAMS PAINTS

results in honest, adaptable and uniform products.

With the best raw materials gathered from all parts of the globe they are made by machinery which mixes every ingredient and grinds them together thoroughly—all according to formulae that we have been years in perfecting and testing. The selling of Sherwin-Williams Paints gives the dealer a decided advantage in prestige and profit.

Our dealer's agency proposition is attractive—are you interested?



THE SHERWIN-WILLIAMS CO.

MAKERS OF PAINTS AND VARNISHES

CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B.C.



"The Western Stove Makers" W. J. COPP SON & CO

MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



MAKE 1910 A RECORD YEAR

We can help you do this with the **Martin-Senour 100% Pure** Paint and Specialties

OUR SALESMEN WILL BE PLEASED TO TELL YOU ABOUT THE GUARANTEE
WITH EVERY GALLON OF OUR PAINT—IT'S A GREAT SELLING HELP.

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BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

Acieries de France (French Steel Co.) will establish a branch in Canada.

The Pickering Wheel Co. will locate at Moncton if inducements are favorable.

The C. T. Reineck Co. will build a \$100,000 plant in East Calgary to manufacture stoves and kitchen ranges.

T. Pringle & Sons, Montreal, have awarded the general contract for the erection of a plant for the Shawinigan Cotton Company to C. E. Deakin, Montreal.

Hugh A. Carmichael, proprietor of the West Lorne Foundry, has been interviewing the business men of Rodney, Ont., in regard to a proposition to move the foundry there.

The Acme Brick Co., established last year at Edmonton, finds its output increasing so rapidly that extensions are now under way in preparation for the coming building season.

Municipal Undertakings.

Hamilton's west end sewer will cost \$110,000.

A \$25,000 sewerage system may be constructed at Duncan's Station, B.C.

Another reservoir has been recommended to be built at Kamloops, B.C. Edmunston, N.B., has agreed with the G. T. P. to put in a waterworks system.

The civic officials of Fort Erie, Ont., favor the construction of a waterworks system.

City Engineer Rust, of Toronto, in his estimates for 1910 asks for \$225,151 for new fire and water mains.

Vancouver will this year add from 14 to 25 miles to its waterworks system. Mains will be constructed on 40 streets.

City Engineer Ker, of Ottawa, has laid before the Board of Control a drainage scheme, which will take three years to complete, and will cost \$350,000.

Tenders are being called for by J. W. Truesdale, city clerk, of Saskatoon, Sask., for materials required for house sewer and water works service connections, etc.

Calgary water commissioners recommend that a by-law for \$242,000 be introduced and submitted for a vote of the ratepayers for the construction and extension of water mains in that city during 1910.

Contracts for new sewers at Toronto have been awarded as follows: Dingwall Ave., Excelsior Construction and Paving Co., \$707; Albany Ave., Excelsior Construction and Paving Co., \$1,337; Campbell Ave., National Contracting Co., \$829.

The Alberta Provincial Board of Health have just issued an order that all municipalities in the province shall

have proper and satisfactory sewage disposal systems installed before December 31, which will necessitate the expenditure of nearly \$2,000,000.

Public Buildings.

St. John's, N.B., will erect a new city hall.

The Lutherans, New Westminster, will erect a new church.

The armory at Regina will be erected at a cost of \$100,000.

A \$100,000 twelve-roomed school will be erected at Edmonton.

A \$76,000 station will be built by the C. P. R. at Woodstock, N.B.

The new wing of the Toronto Isolation Hospital will cost \$102,000.

A new church will be erected by the Roman Catholics, Hamilton.

The Chester (Toronto) Baptist Church will build a new Sunday school.

A new school on Bank St., Victoria, will be erected at a cost of \$16,900.

A new high school and a post office are under consideration at Weston, Ont.

Work on the new \$75,000 wing of the Holy Cross hospital, Calgary, has begun.

The mayor of Tilbury, Ont., has recommended the construction of a new town hall.

The plans for remodelling the city hall of London are expected to be submitted shortly.

The Great Northern Railway will erect a passenger and freight depot at Port Kells, B.C.

Arrangements are being made for the erection of a new church and school at Fraser Mills, B.C.

The Board of Education at St. Thomas, has secured two suitable building sites for the new school to be built there.

The National Transcontinental Railway Commission have agreed on Champlain Market, Quebec, as the site for their terminal.

The Saskatoon hospital board is asking the civic authorities to submit a by-law authorizing the raising of \$110,000 for improvements and enlargements.

The J. McDiarmid Co., Winnipeg, were awarded the contract for alterations to the Dominion Building at Lethbridge at \$7,777.50. The alterations to the old post office at Winnipeg were awarded to the same company.

General Building.

The Bank of Hamilton will erect new premises at Kincardine, Ont.

An apartment house will be erected shortly at Vancouver by J. H. Singer.

Nicholson & Bain, grocers, Fort William, will build a wholesale house in the spring.

Extensions and alterations planned for the Imperial Hotel, Brandon, will cost \$70,000.

G. W. and S. C. Mortimore, Vancouver, will build an apartment house at that place.

A permit has been issued to J. H. Todd, Victoria, B.C., for a dwelling to cost \$6,000.

G. H. Walton is contemplating the erection of an apartment house at Winnipeg, to cost \$320,000.

Theo. Daouts, Montreal, is preparing plans for an extensive amusement enterprise to be erected at Isle Grosse Bois.

Jos. Perrault, Montreal, is preparing plans for the "St. Georges" apartments, to be erected there for George Poliquin.

Mr. Scott, Montreal, will shortly erect two houses at Westmount, for which plans and specifications are being made.

The Lowndes Co., Toronto, has purchased property at that place, and they will shortly erect a large warehouse there.

Tenders addressed to R. E. Mason, Fort William, will be received up to February 21 for a residence for F. R. Morris.

Plans for five apartment houses are being prepared by P. C. Samwell, Winnipeg, at an estimated expenditure of \$205,000.

Plans for the proposed ten storey building, at Bank and Sparks street, Ottawa, have been prepared by C. P. Meredith.

The Royal Edward Hotel Co. has been formed at Montreal, with a capital of \$90,000; and has purchased the Carsley block which will be remodelled extensively for use as an hotel.

Railway Construction.

The C. P. R. intend spending \$30,000,000 this year in the west.

All the steam roads entering Toronto propose erecting a new terminal station there.

The Canadian Northern contemplate spending \$5,000,000 on terminals at Montreal.

The time for the construction of the Esquimalt & Nanaimo Railway and the Edmonton, Dunnegan & British Columbia Railway has been extended.

The contract has been signed between Kelly Bros. & Mitchell, and M. H. McLeod, manager of the C. N. R., for the Pembina street subway, and construction work will be started at once.

The promoters of a new radial railway to run between Toronto and Orillia are applying to the Ontario Legislature for incorporation. The name of the concern is the Monarch Company. The proposed line parallels the Metropolitan as far as Aurora, where it turns, passing through Holland Landing, Bradford, Deerpark, Churchhill, Stroud and Allandale. A number of branches are proposed, one to western shore of Lake Simcoe in the summer, and another to Markham. The capital is placed at \$1,000,000 with bonds to the amount of \$2,500,000. The incorporators are: W. H. Price, Chas. M. Garbey, Jas. F. Coughlin, N. R. Lindsay and Steffen F. Adalia, the latter representing French capital.

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Half Bright

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PIG IRON**

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or do anything else you wouldn't
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You must pull the
trigger to fire it

It's just as
sure of pro-
fit to you as
it is safe to
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**LONDON
ROLLING
MILL CO., LTD.**
LONDON, CAN. ®

Improving Trade in Mother Country

Present Year Expected to be Good One—Progressive Policy of Manufacturers—American Methods and Machinery Adopted—Boom in Tinplates—Retrospect of Trade in 1909.

Sheffield, Eng., Jan. 22.—The long-expected improvement in trade is coming about. It has been on the way quite a long time, and manufacturers had almost begun to despair of the fulfilment of the usual procedure that trade in America is the forerunner of good trade in Great Britain. Of course, I am referring to the steel, iron and hardware trades. Now, we have the satisfaction of knowing that some works are on full time and that orders are flowing in so satisfactorily that it is often a question which to deal with first, and how to get through the work in the specified time. This is a state of affairs which has not been experienced since 1907, when the American financial crisis nearly stopped many branches of industry here.

Of course, the general election is holding things back a little, but even this is not sufficient to stop progress to any extent. A good deal has been said during the election as to the supposed decline of trade under the present fiscal system, but I need not go further than to quote the statement of Mr. Best, one of the directors of the big firm of Thos. Firth & Sons, of Sheffield. It was made at a presentation to the chairman of the company, Bernard A. Firth, who has just completed twenty-five years' service with the firm. Mr. Best said that in the last three years the works had practically been rebuilt and the plant brought thoroughly up-to-date; new steel works had been put down at Tinsley and also in Russia, and the company's interests in the United States had also been increased considerably. All this, he said, and necessitated an expenditure of a large amount of money, and the capital of the company, which had been more than doubled, now reached a million sterling.

Without difficulty, I could give many similar instances of progress. It is this very progress, this enlargement of works and extension of trade associations which make it difficult to get trade fairly going when once it has run down so low as the level of the closing months of 1907. The advantage will be when all these enlarged trade facilities are brought into use; such a time, it is felt, is coming along now.

Unemployment Decreasing.

I am in a position to state that in virtually all trades with which Hardware and Metal deals, unemployment is decreasing. In some branches of hardware, there is no one out of work, and the same can be said of cutlery and plate. This does not mean that full time is general, but that every man gets a turn. A few years ago the best men would be kept on at slack times, but now it is found advisable to work fewer

shifts and give more men a chance. This keeps the workers together, ready for the better times. The advantage of the arrangement is now being reaped.

In the light and heavy steel trades, this applies also. Occasionally labor is displaced by the introduction of new machinery, but this is only temporary in some instances, for new markets are found for the bigger output and advantage is reaped by being able to produce as cheaply as competitors.

It is remarkable how ready the British manufacturer is nowadays to adopt American ideas. He is a good deal more enterprising than he was; experience has taught the lesson to some that it does not pay to try to be superior to progressive modernism. Quite a number of Sheffield manufacturers issue little booklets describing and illustrating the uses to which their goods can be put. The toolmaker issues a booklet, which tells the amateur joiner or carpenter everything he wants to know in the way of making little articles for the home. The cutlery manufacturer describes to his buyers in a handy little book how his goods are made; how to carve joints and poultry; how to fold serviettes and to decorate the table. The illustrations are ample and instructive. This may not appear to be remarkable to your Canadian readers, but it indicates that the British manufacturer has had to revolutionize his methods of doing business, in order to keep pace with his progressive competitors in Canada and the United States.

Adopting American Machinery.

In the matter of machinery, the British manufacturer copies the best that the American uses to advantage. The American file and saw machines are copied here, with the result that the Sheffield manufacturer finds he is not left behind in the race for orders.

Some time ago I contributed to Hardware and Metal an article on the parcels post system, and this impels me to give an alteration in the rate on parcels to Canada. On and after January 1, the rates of 8d for the first pound, and 6d for each pound after the first, was abolished, and the following rates substituted: For a parcel not exceeding 3 lbs. in weight, 1s; for a parcel exceeding 3 lbs., but not exceeding 7 lbs, 2s; for a parcel exceeding 7 lbs., but not exceeding 11 lbs., 3s. At the same time, the postage on parcels from the Dominion to the United Kingdom was reduced to 12 cents for each pound, or fraction of a pound. In other respects, the service is unaltered.

The Tinplate Trade.

The tinplate trade is flourishing. In Wales there are about 466 mills, while a

large number are in course of erection, and others projected. This is an increase of 22 mills in the twelve months, and some difficulty is anticipated in getting sufficient labor when the new mills are all at work. One of the men's officials states he has never seen such a demand for millmen in the history of the trade.

The accession of orders for all descriptions has lately again been on the increase, and prices have reached a level not seen for some considerable time. With the pressure to keep pace with the deliveries on current contracts and the rising cost of raw material, Welsh manufacturers are not anxious to quote forward, as their output in many cases has already been contracted for a few months ahead.

The total shipments for the past year were 439,804 tons, including tinned sheets, an increase of 37,000 over 1908, and of 34,500 tons over 1907, when a record was established. Canada took 24,775 tons, compared with 17,808 tons in 1908, and 20,101 tons in 1907.

A Year's Trade.

I have examined the Board of Trade returns to see how British trade with Canada progressed during the past year.

In hardware, Canada took £66,436 worth, compared with £42,472 in 1908, and £56,891 in 1907.

In cutlery, the figures are not so satisfactory, for this year's total of £88,037 is nearly £20,000 behind the £107,518 total of 1907, but well ahead of the 1908 total of £69,544.

Of steel bars, angles, rods and shapes or sections, the total was 23,059 tons, close upon 4,000 tons more than in 1908, but nearly 2,000 tons fewer than the 1907 total of 25,184.

The galvanized sheet total was 17,797 tons, compared with 12,616 tons in 1908, and 19,005 tons in 1907.

The tonnage of new rails for railways or tramways sent to Canada was 10,266 tons, compared with 10,299 tons in 1908, and 2,188 tons in 1907.

The pig iron total was 98,365 tons, compared with 39,692 tons in 1908, and 134,425 tons in 1907.

R. A.

NEW FRENCH TREATY IN FORCE.

Commissioner of Customs, John McDougald, Ottawa, has issued to all the Canadian collectors of customs a memorandum advising them that the Franco-Canadian Convention of 1907 went into effect on February 1, 1910; and that warehoused goods specified in that treaty may be ex-warehoused at the rates therein provided on and after that date, upon proof by declaration of the importer to the satisfaction of the collector that the goods are by reason of their origin entitled to entry under the new French treaty.

The Retail Paint Trade

LOW PRICE vs HIGH PRICE PAINT.

"I would like to stock So-and-So's paints, but the price is too high. My customers will only look at cheap paint." Such observations are often heard among the trade. But what poor business policy they represent. If a hardwareman is content that his customers should buy only second quality, then he never will sell anything else. Only one morning he will wake up to find that his competitor around the corner has scooped in his customers by a little straight business talk on quality.

Once a store is known for its cheap paints, it will always have that reputation, and if a customer gets a jolt into becoming a convert to the higher standard, he will not stop to consider whether the old store is able to supply a higher priced paint. No, he goes to the store that has advertised high grade from the first.

"My customers will only look at cheap paint." Why do they only look at a cheap paint. Because the merchant has not gone out of his way to teach them anything better. For the want of a little push and salesmanship he has allowed them to believe that cheap priced paint is as good as the dearer kind and from him at any rate they will buy nothing else. The gospel of quality is not hard to preach. It does not require a great amount of intelligence on the customer's part to understand why quality should be the first consideration. He is no fool. He buys cheap paint because he has not thought much about the matter beyond the immediate fact that he has apparently saved a few cents. The merchant in selling him without warning this cheap paint is the one at fault.

Tell the customer the difference between first and second grade paints. Tell him what quality in paint means. Tell him that the saving of a few cents on a purchase means the ultimate loss of many dollars. Painting is done for the purpose of decorating and preserving, and if that is not accomplished then why paint at all. The preserving and beautifying quality of a cheap paint are practically nil. What is the good of paint that peels after the first few days of hot sun, and at the end of the summer looks worse than if no painting had been done at all.

Ask the customer who wants cheap paint where the economy comes in. Ask him to consider the economy of a paint that does not last the first summer against the paint that lasts anywhere from three to five years—a few cents saved at first against the necessity of having to do the whole job over again next year.

Using a good paint means a very little extra expenditure on the whole job but it means a tremendous saving when spread over the whole term of years that the good paint will last, and a customer shown this fact will no longer talk of cheap paint.

It is up to the hardwareman. If he chooses to push good paint he can do so easily. If he is content to be known as the cheap man then one day he will wake up to find that his customers no longer want cheap paint, and he is lost.

"the finish"
"that endures"

Floorglaze

Costs you nothing to see what our new Floorglaze proposition is. A postal does it.

Sells every day in the year, because the new additions to the regular M.L. Floorglaze Enamel Colors—the M.L. Floorglaze Lacs and Transparent—fit this line to get every dollar's worth of paint business in your neighbourhood—both for indoor use or out. The M.L. Floorglaze Lacs (10 of them—they wear like iron) match perfectly the grain and coloring of all the fine hardwoods used in furniture, floors, panellings and all building uses—while the M.L. Enamel colors (glass hard—brilliant—enduring) take care of every solid color requirement possible. A great money-making, kick-preventing line—you ought to know about it.

Samples, color cards and live proposition for live-wire dealers from our nearest agency:
Toronto, 6 Morse Street; Winnipeg, 108 Princess Street; Vancouver, 550 Beatty Street.

The Imperial Varnish & Color Co., Ltd.
TORONTO, ONT.

WHITE LEAD



Tiger

Brand

The practical painter has confidence in this lead as a result of over thirty years' satisfactory experience.

Made from absolutely dry White Lead and ground in pure refined linseed oil.

MADE FROM
DRY
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"Tiger Brand"

MADE FROM
DRY
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THE MONTREAL ROLLING MILLS CO.

PAINT AND OIL MARKETS

MONTREAL.

February 11.—Although trade locally seems to be hanging fire somewhat, there is nothing to grumble about in the way orders are swinging in from other parts of the Dominion. The expected early opening of the spring consumptive demand, and the probability of advanced prices have induced many dealers to send in their orders sooner than they usually do. All lines are anticipating in this brisk movement, and the general outlook is good.

Two changes are announced this week. The weakness to which we referred in our last issue in linseed oil resulted in a reduction of 2c. Turpentine, on the other hand, has advanced 2c.

Turpentine—A good demand, acting on light shipments from the turpentine farms, has resulted in an advance of 2c being made in quotations. It is not anticipated, as things are now, that there will be any marked changes for the time being, and steady prices are looked for. We now quote 82c for single barrels.

Linseed Oil—Owing to a sagging in linseed oil in the Old Country, and the shipment of heavy lots to America, local quotations have weakened in sympathy and prices have been cut 2c, despite a good demand from the trade. With flax seed almost double its normal price per bushel, these set-backs to the market can only be of an intermittent character. Supplies, however, are reported to be fairly good. We now quote 82c for raw and 85c for boiled ex-Montreal.

Ground White Lead—With spring orders getting heavier, white lead quotations are firming up. The market is not overloaded with stocks, and prospects look good. We quote: \$5.50 to \$6, according to brand, and No. 1, \$4.50 to \$5.50, f.o.b Montreal. These prices are for large lots. Small requirements would mean 25c per 100 pounds extra.

Red Lead—Stocks are reported to be light, with the prospect of very little coming forward until the opening of navigation, and consequently quotations are firm. The demand is showing signs of spring activity. We quote: Genuine red lead in casks, \$4.75; in 100-lb. kegs, \$5.25; less quantities at \$6.25 per 100-lbs.; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities, \$5.75.

Varnishes and Japans—Indications point to the opening up of a strong demand in varnishes and japans, especially for small tins for household purposes. Carriage and implement varnishes are also showing increased activity. A strong demand is expected from agricultural districts. Stains and shellacs are also participating in the improvement.

Paris Green—Quotations in paris green are still being withheld. The state of the copper market does not permit of the manufacturers giving prices with any degree of certainty as to their being maintained. Inquiries are frequent, and

there is a good demand waiting to open up.

White Zinc—The demand continues to show improvement, and the market is firm and unchanged. We quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

TORONTO.

February 11.—The hardware convention at London and the painters' convention at Detroit have to some extent detracted from immediate business results this week, though the jobbers and paint men remaining in town say the month is showing some first-class sales, and this week is a little better than the past week. Some hardwaremen are asking for present delivery goods booked for shipment between March 1 and 15. From now on better trading is expected in all paint lines. White lead has already begun to show activity, and judging from prospects the coming spring should prove to be a record season for this line.

All general paint prices are decidedly firm, with the single exception of linseed oil, which has again shown a decline. Turpentine is firm locally and outside points where any changes have been announced show advances of about 2 cents a gallon.

Linseed Oil—The market has been a little unsteady during the past week occasioned by changes in the quotations for oil in Great Britain, the reasons for which do not seem to be very apparent. At the beginning of the week the quotations were from 1s to 1s 6d per cwt. of a reduction and the Canadian crushers being anxious to meet these figures made a reduction of 2 cents in the price of oil here. Since then the quotations for oil in Great Britain have again advanced. Authorities say the light crop of Argentine seed will hardly be made up when the Indian seed is marketed, as the acreage under cultivation there at present is much less than last year. If this opinion is correct the oil market may be expected to show firmness right up to the fall. Local quotations are now 82c per gallon for single barrels of raw linseed oil, and 85c for boiled.

Turpentine—Letters from Savannah state that the Standard Oil and American Naval Stores Co. cleaned up the market at the full price for the day recently. The receipts are said to show 40 per cent. decrease so far for the month from last year's supplies. Some buying has been done for future to run from May to August at prices that seem to indicate that the large buyers do not anticipate any recurrence of business at last year's prices. The local situation is quiet, though the market is firmer. Not much turpentine is being bought. The quotation remains at 87 cents, though

Develop Your Paint Trade . . .

Though it may sound impossible, it's true that the longer the paint you sell lasts without needing renewal, the more you can sell. You not merely get new customers for it, but you actually sell more to the old ones.

Delighted with the improved appearance of the things they have painted, they become paint enthusiasts, and with a few timely suggestions from you they will paint dozens of things, outdoors and in, of which they would never have thought.

BRANDRAM-HENDERSON,
LIMITED

**"ENGLISH"
PAINTS**

backed up by Brandram-Henderson's full line of varnishes and specialties for every purpose, have helped many a dealer to greatly increase his paint trade.

The exceptional lasting qualities of Brandram-Henderson, Limited, "ENGLISH" Paint are due to the fact that its white base is 70% Brandram's Genuine White Lead—the world's standard—and 30% pure Zinc White.

Nothing could be more satisfactory for your customers to use or for you to sell.

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**100%
Pure**

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FROM THE STANDPOINT OF PROFIT

You will never make a cent of profit on the paint that stays on your shelves, Mr. Dealer Man. The only way to make money on paint is to find customers who will come and carry it away and use it.

The MARTIN-SENOUR Paints

are the kind you need. They don't loaf around the store using up space, collecting dust and eating up profits. You'll never wear out the labels on Martin-Senour cans handling them. You'll turn your stock over a dozen times before the labels on the cans get soiled. If you want to sell paints that customers will carry away and use and come back for more — here's the paint, and we will tell you how to get the customer to coming for it. Write today — ask us to tell you how to do it.

THE MARTIN-SENOUR CO., Limited

Montreal **Pioneers Pure Paint** Chicago

The
Winnipeg Paint & Glass Co., Ltd. The
Maritime Paint & Varnish Co., Ltd.
Winnipeg Halifax. N. S.



“ An Ounce of Caution is Worth a Pound of Cure ”

.And the cautious hardwareman will handle

MOORE'S HOUSE COLORS

and so avoid all complaints from his customers. They never fail to please, because they are pure Linseed Oil Paints, of moderate price, and are durable, reliable, uniform and brilliant

“Moore's” House Colors will get and retain for you the cream of the painting trade.

Get Our Color Card and Prices

BENJAMIN MOORE & CO., LIMITED

WEST TORONTO

New York

Chicago

Cleveland

some of the houses are selling at 86c. The lowest figure of the week is 83c. It is the houses asking low prices a week ago which have advanced their figures.

Whit Lead—This line is beginning to move well. Some outside hardwaremen are asking for immediate delivery of lead booked for March shipment. The market is very firm, though the range of prices—\$5.75 to \$6.40—is unchanged from last week. The pig lead market is unchanged, the situation generally being held to be good.

Red Lead—Genuine in casks, \$4.50, and in kegs, \$5; No. 1 in casks, \$4, and in kegs, \$4.50, are the unchanged quotations from last week. Trading is fair.

Glass and Putty—Deliveries of glass are slow, some jobbers saying that stocks due here early in January are still undelivered. Prices are unchanged in both glass and putty, with a firm tone to both lines.

Petroleum—Steadily active with demand increasing. Prices are unchanged. Authorities state that with the playing out of Russian (Baku), Mexican and California oil fields the price of petroleum will gradually increase as time goes on.

ADULTERATED TURPENTINE SOLD IN CANADA?

Editor, Hardware and Metal.—I notice letters are being sent about the country by some Americans offering what they claim to be pure spirits of turpentine, making prices by an advance on what they call the Savannah market. All of us who are engaged in importing from Savannah know very well, that for freight, bank exchange, marine insurance and matters of this character, to bring turpentine at this season of the year by the best route, costs exactly 4½ cents per wine measure gallon to land it in Toronto. Now to have this turpentine come to a warehouse and remain there a few days with the expense of cartage, warehousemen's fees and insurance, any business man may see that there must be some further expense in connection with it without counting anything for profit to the distributor or for the difference of time between the date of receiving the goods and having them shipped out or for the possibility of leakage that is bound to occur occasionally under such conditions. I think any business man will see that there must be some other way of making a profit to these American sellers, and we know their expert Yankees with certain chemical knowledge are able to use some cheaper material as an adulterant, that is very difficult to discover.

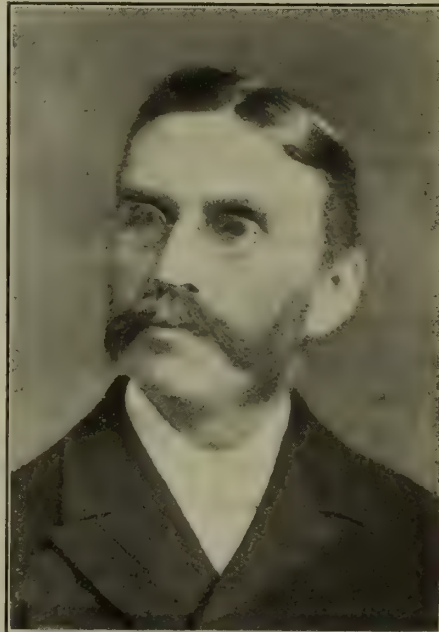
While these American houses say they guarantee the purity of their goods I would like to ask how any Canadian who buys a barrel or two from them and begins to use it and then is in doubt as to its quality, can recover damages from a house located in Buffalo or Cleveland. We know that to get turpentine chemically analyzed necessarily takes some days by the most expert

analyst, and there are only a few places where they have the necessary appliances for analyzing, and as far as I know, these chemists, including the Government Inland Revenue Department ask from five to ten dollars to make the test. I think under these conditions Canadian buyers should be exceedingly careful as to the responsibility of the parties from whom they purchase their turpentine and know first of all that they have a place of business in Canada that would be responsible to them in case of their finding the goods unsatisfactory.

E. FEILDING.

CANADA PAINT CO.'S ANNUAL MEETING.

The annual meeting of the directors and shareholders of the Canada Paint Co., Montreal, was held on Saturday. The president of the company, S. F. McKinnon was unable to be present, ow-



ROBT. MUNRO, MONTREAL,
Managing Director Canada Paint Co.

ing to illness, and the chair was taken by the vice-president, Hugh Walmsley. The managing director, Robert Munro, reported that an excellent business had been transacted during the past year, and that prospects were bright for the coming season. The company's plants in Montreal, Toronto, Winnipeg and St. Malo, were all in active operation, and extensions had been necessary to keep pace with the growing trade. Among those present at the meeting were Sir Henry M. Pellatt, secretary of the company, Geo. H. Balfour, Samuel Trees, Charles H. Nelson, H. W. Aird and W. H. Evans.

The directors, visiting shareholders and officials of the company were entertained to luncheon by Mr. Munro, at the Montreal Club, and in the evening Sir Henry M. Pellatt gave a dinner party at the Windsor.

The stocks of the CANADA PAINT COMPANY are the largest and most comprehensive in the Dominion of Canada. North, South, East or West can be served economically and expeditiously from our manufacturing plants in Montreal, Toronto or Winnipeg. Hardware Merchants in purchasing from the C.P.CO. save time, freight and cash, as the CANADA PAINT COMPANY manufacture Linseed Oil, and every Varnish, Stain, Enamel, Paint, Color or Specialty used by the Painter, Decorator or Handicraftsman.

Please write or see the travellers of the
CANADA PAINT COMPANY, LIMITED

Are They Your Customers ?



There is no doubt about it, they might just as well be your customers as the other fellow's. Somebody must sell them the paint.

Do you ?

Do you what ?

Do you sell them the paint ?

All these painters, all paint users find their way to the stores where they get The Right Paint to Paint Right, and when they find

RAMSAY'S PAINTS

that is just the kind of paint they get. Every agent for Ramsay's Paints knows very well that he has no trouble in holding his paint trade. He never hesitates to guarantee the paint and it never goes back on him.

Are you an agent ?

You ought to be.

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842

GLASS IMPORTERS

There's no Experiment Selling "New Era" House Paint

It is so well advertised, known and used that dealers who do not handle it, soon realize they are neglecting their own interest as well as that of their customers.

NEW ERA PAINT will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher priced brands. New Era is perfectly pure and is sold at a moderate price.

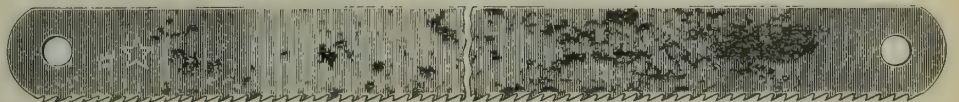
Write for New Catalogue and Trade Discounts.

Standard Paint and Varnish Company
WINDSOR, ONTARIO LIMITED

We Have Cut the Price in Two!

Is there **NOW** any other article so cheap as

STAR HACK SAWS



at this new list of prices, viz.:

\$3.50	3.75	4.00	4.50	5.00	5.50	6.00	per gross ??
6	7	8	9	10	11	12	Inch

At this new list we will furnish the *best* Blades that have ever been made. *Now* is the time to buy.

**MILLERS FALLS COMPANY, 28 WARREN STREET,
NEW YORK, N.Y.**



THE "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



Floor Finish

40 YEARS' Varnish-Making Experience

has enabled us to produce a Varnish which, instead of cracking and turning white as common varnishes do, remains elastic and waterproof on the floor.

The secret of this wonderful floor finish is the special treatment and ageing of the oil.

See to your stocks of "Elastica" and be prepared to meet the demand which our insistent consumer advertising has created.

"Elastica" Floor Varnish is made only by the

International Varnish Co., Limited

Makers of Fine Varnishes

Branch of Standard Varnish Works

TORONTO

New York

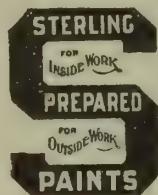
Chicago

London

Berlin

Brussels

Melbourne



45% Profit

on Paint that is so good in quality that we Guarantee it for Five Years

In a nutshell, that is the **STERLING PAINT PROPOSITION**.

STERLING PAINT is made of the purest materials, perfectly ground and mixed according to a correctly proportioned formula. We have such implicit confidence in it that we paste a definite, absolute five-year guarantee on every can.

IN ADDITION we have devised a most original advertising plan to increase the paint business of **STERLING PAINT** agents.

WRITE US for the full details; they will interest you immensely.

Canadian Oil Companies, Limited, Paint Department TORONTO

DISTRIBUTING DEPOTS AT ALL POINTS IN CANADA

THE DOUGALL VARNISH CO.

LIMITED
SUCCESSORS TO
MC CASKILL DOUGALL & CO.



MANUFACTURERS OF
HIGH GRADE VARNISHES

ALSO
CANADIAN MAKERS OF THE
MURPHY VARNISH COMPANY'S
VARNISHES

MONTREAL

CANADA

Note the 8 Large Links
For
Adjustment

Each Tie Adaptable
For Bull, Cow
or Calf

THE STANDARD CANADIAN COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS,
ONTARIO.

When the **BEST** costs no more,
Can **YOU** afford to give your Customers
an inferior Cow Tie?

Compare the "NIAGARA" Cow
tie with others. It is 10 to
20% stronger, it has **EIGHT**
ADJUSTMENT LINKS —
others have four — making
it unnecessary for the dealer
to carry so many sizes.

EVERY
LINK
formed on the
principle of the

SQUARE KNOT
making the
STRONGEST
CHAIN
EVER
PRODUCED

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.

UP-TO-DATE WATER FILTERS



These come in a
variety of pleas-
ing styles and
are just what
you should car-
ry at every sea-
son of the year.

The taps are
nickel plated
and of durable
make, and the
efficiency of the
filter in ridding
all kinds of water
from impurity
is unchallenged.

Get Our Prices

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto St., Toronto

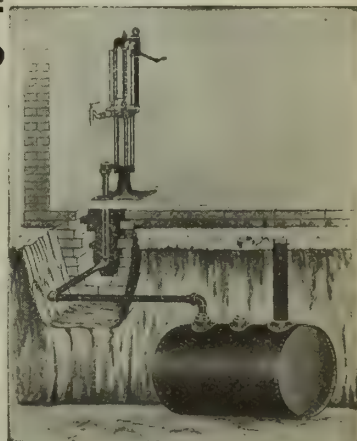
WILL IT PAY?

This is the first ques-
tion that is asked by
any merchant when
considering the pur-
chase of modern store
fixtures. The funda-
mental question is one
of

Economy

A device is econo-
mical if

It adds cleanliness,
It is a convenience,
It makes labor lighter,
It makes labor more efficient.
It reduces the labor item,



It saves time,
It adds safety,
It adds neatness,
It helps the appearance

It Saves Money

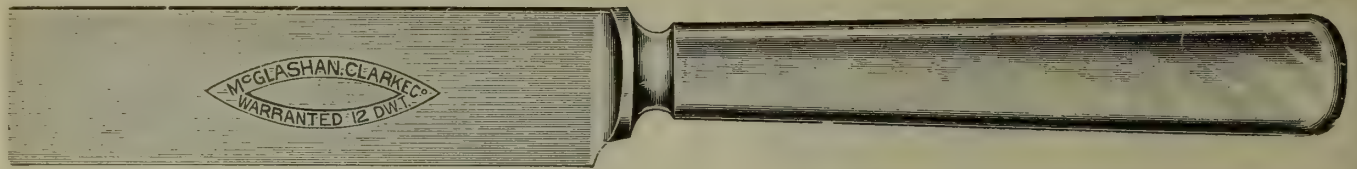
Considered from these standpoints the

BOWSER Self-Measuring
Oil Storage System is the
Greatest Economy.

The question is not "Can I afford it?" because it will pay for
itself with money that was before wasted. It's simply up to
you to investigate. The merchant who tries to see how
much he can really get by adopting modern methods is the one
who pulls the largest trade.

Write for Bulletin 15

S. F. Bowser & Co., Limited
TORONTO, ONTARIO



SPECIALIZE ON THIS KNIFE

which is made either for dessert or table use. Manufactured from finest English cutlery steel, 12-dwt. plate and hand burnished. Best grained celluloid handle, warranted secure. Put up in neat rack boxes of $\frac{1}{2}$ a dozen.

SEND FOR OUR CATALOGUE

McGLASHAN, CLARKE COMPANY, Limited, - NIAGARA FALLS, ONT.

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que.

DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

N. F. GUNDY, 61 Albert St., Toronto, Ont.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



BABBITT METAL

The "KING" Babbitt is known all over the Dominion.

It is a High Grade General Purpose Metal, suitable for Heavy Pressure and Medium Speed, or Medium Pressure and High Speed.

It has strength and tenacity, and will not crack or beat out under pressure.

The steady increase in sales of "KING" Babbitt is an excellent testimony in its favor.

This is a Copperized Metal.

The James Robertson Company, Limited

Montreal

Toronto

St. John

Winnipeg

THE MORRIS & BAILEY STEEL CO. **PITTSBURG, PA.**

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of
**BUILDERS' CABINETS, FANCY AND
NAVAL BRASS FOUNDRY**

Original Patentees and Manufacturers of
Cartland Patent Helical, Climax, Adjustable,
and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

HIGH ABOVE ALL OTHERS



**EXTRUDED METAL
PADLOCKS**



GORBIN CABINET LOCK CO.

NEW BRITAIN, CONN.

NEW YORK CHICAGO PHILADELPHIA

CABINET, TRUNK, SUIT-CASE LOCKS
AND TRIMMINGS
MISCELLANEOUS HARDWARE
KEYS AND KEY BLANKS

*Our 1910 Catalogue is ready for distribution.
It lists our complete line of Clothes Wringers,
Churns, Washing Machines, Clothes Dryers,
Egg Crates, etc., and is worthy of a place in
your office. If you have not received one
write to-day.*

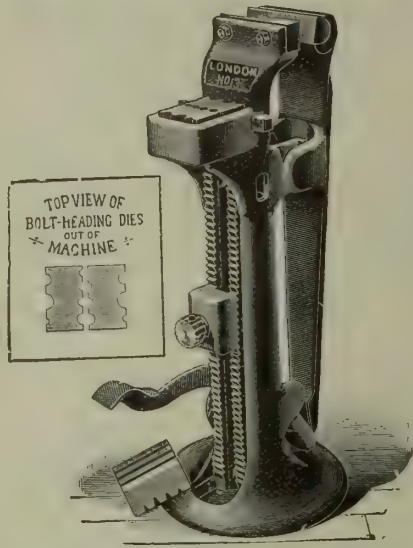
Cummer-Dowswell, Ltd., Hamilton, Ont.

Succeeding

The Dowswell Manufacturing Co.

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Eastern Agents.

Horse Shoers' Foot Vise and Bolt Header



A Practical Tool and a Time-saver for the Busy Blacksmith

Manufactured by

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited



Our Acorn Trade Mark



is the buyer's safeguard. There is no guess work about this brand



Corrugated Galvanized Sheets

Their quality is assured because they are galvanized in strict accordance with British Government specifications. You would be foolish to buy an inferior brand, when "Acorn" Sheets cost no more.

Manufactured only by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

Results Count

The P. Hymmen Co., Berlin, inserted condensed ad. in our issue of January 9, 1910, offering Wood Furnace and Cornice Brake for sale. On January 12, 1910, they wrote us they had sold the wood furnace directly through advertisement.

**If Your Proposition Interests
Hardware Men, Try a Want
Ad. in Hardware and Metal**

RATES:

- 2c. per word first insertion.
- 1c. per word subsequent insertion.
- 5c. additional each insertion when box number is required.

Hardware Store Business Methods.

Price \$1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

- Rules and Regulations for the Hardware Store.
 - The Hardware Buyer.
 - Good Methods in Stock Taking.
 - Prices and Catalogues.
 - Collecting Accounts.
 - The Merchant and His Employees.
 - Changing Business Conditions and How to Meet Them.
 - Profit Figuring System.
 - Starting in Business.
- SEND \$1.00 TO-DAY, and the book will be mailed by return.

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Company
10 Front St. E., Toronto, Canada



Points Worth Noting
"BANNER" and "CLIMAX" LANTERNS

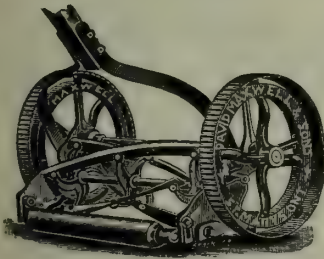


Are made of heavy Welsh tin plates, can
Not blow out, have perfect combustion.
Note large oil well. All "Banner" Lanterns
Equipped with patent, positive,
Reliable, automatic safety lock.

Handled by all jobbers

Ontario Lantern & Lamp Co., Limited
 Hamilton Ontario

A-1 MATERIAL AND WORKMANSHIP



are absolutely necessary for a good lawn mower. Cheaply made machines never give satisfaction and never pay either the man who buys them or the dealer who sells them.

Maxwell Lawn Mowers

are strictly high-grade in every particular. They cut smooth, clean and easily, and they "stand up" to the work. They please purchasers and pay dealers.

Made in 8 to 22 inch widths—wheels from 8 to 11½ inches high—3 to 6 knives. Grass Cutter Attachment if desired.

DAVID MAXWELL & SONS

St. Marys, Ont.

THE OLD WAY

THE HANDIHOOK WAY

Start the New Year right by stocking the

HANDIHOOK

It is always ready for use. Twice the size of illustration. It holds up to 10 lbs. in wall or woodwork. Your customers will appreciate its many good features, and our advertising will give the necessary assistance to make it a good seller.

ASK YOUR JOBBER OR WRITE

THE MANUFACTURERS SALES COMPANY
 (Canadian Agents for Augst Goertz & Co., Newark, N.J.)
 F. H. REID 4315 BIRKS BLDG., MONTREAL

MORRILL'S NO. 3 & 4 SAWSETS

MY TRADE MARK ON ALL GOODS

Fully Warranted

No. 3—for Cross Cut Saws, single tooth
 No. 4— " " " Double "
 No. 5— " Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

Jonathan Crookes & Son

Corporate Mark

Sheffield  England

Granted 1780.

SUPREME CUTLERY



For Sale by Leading Wholesale Houses

**Lion
Brand**



**Purity
Strength**

BABBITS FOR ALL MACHINERY PURPOSES



LION METAL STANDS UP UNDER HIGH SPEED AND PRESSURE

A Babbitt That Gives Satisfaction and Secures Repeat Orders. Write for Price and Discount
THE LION METAL CO., ST. PAUL, MONTREAL

IWAN'S WIRE CONDUCTOR PIPE HANGERS will make a neater and quicker job of your spout hanging than tin strips.

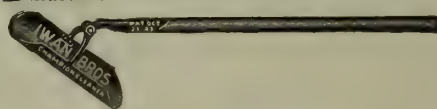


ONCE
TRIED
ALWAYS
USED

Holds the pipe firmly on all sides. 2 to 6 inches in diameter, and made of galvanized wire. Sample by mail.

For Tile Drain work Iwan's Adjustable and Stationary Drain Cleaners are the most practical and labor saving on the market.

ASK YOUR
JOBBER
FOR THEM



IWAN BROS., Mfrs. - - South Bend, Ind.

One-Hand Flour Sifters

Retails at
35 cents

ORDER NOW

OUT
SOON



Each List at
\$50.40 Gross
1 doz. in Case
100 Gross in Car



Shipments start about March 1st. Orders filled in rotation. Guarantee you about 33 1/3% profit reight allowance. Get order in quick.

STEP LADDERS

4 TO 12 FEET

Clear Norway Pine legs, hardwood steps, malleable iron clamp so that top step cannot come off. No strings or braces required. Also

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARR
FOLDING TUB STANDS

OTTERVILLE MANUFACTURING
COMPANY, LIMITED

OTTERVILLE - - ONT.



**Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts**

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

Ford's Auger Bit



is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG.

LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE

REGISTERED TRADEMARK



GRANTED 1882

Sole Agents for Canada

James Hutton & Company
Montreal

THREAD,
FIT
and
FINISH
are perfect
in



WATCH FOR
THE
DIAMOND
—
WHOLESALE
ONLY

DIAMOND BRAND FITTINGS

THE OSHAWA STEAM AND GAS
FITTINGS CO., Limited
OSHAWA - - CANADA

SPRING ORDERS NOW !

Anticipate your house-cleaning-time needs by ordering requirements in good time. We are booking daily large orders, and want yours as quickly as possible. You know **Royal Polishes**—what they will do, their popularity—and you have before now realized the profit they carry for you.

ROYAL POLISHES COMPANY
MONTREAL



Jessop's Steel

To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

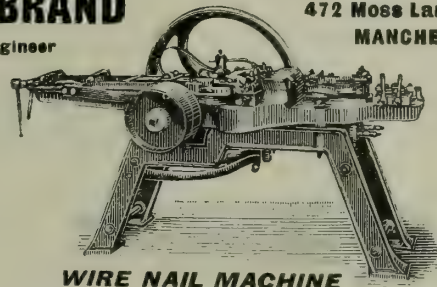
Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England
CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.
CANADIAN OFFICE: 80 Bay Street, Toronto, Ont
144 William Street, Montreal, Que.

Ed. BRAND

Engineer

472 Moss Lane East
MANCHESTER, ENG.



WIRE NAIL MACHINE

Every description of the most modern and complete Machinery for Wire Drawing, Netting, Weaving. Improved Automatic Machinery for making Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets, Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded Steel Chains, Furniture Springs, Pins, &c., &c. Correspondence solicited.

You Will Save Money
By Using

"Neptune Unrivalled"
Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft
Carlswerk, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

Have Your Wife Try
the famous

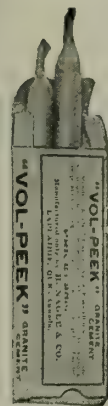
"VOL-PEEK"

GRANITE CEMENT

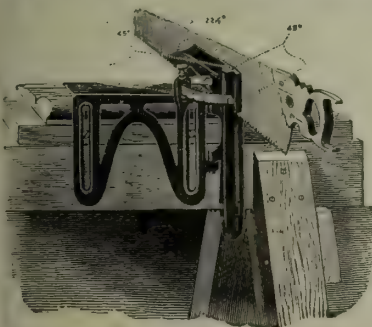
for Mending Holes in Pots and Pans.

If it pleases her it will please others, will it not?

H. NAGLE & COMPANY
LAPRAIRIE, QUE.



MITER BOX—IMPROVED "SEAVEY"



Can be used on scaffold or ladder as well as on bench.
Lightest, Latest, Simplest and Most Accurate.

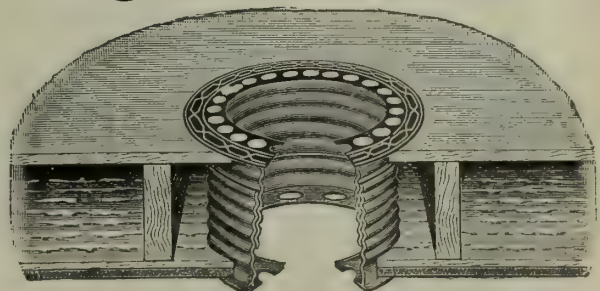
No special Saw required.
Can be folded and carried in tool chest.

Will cut any width of Miter
Makes perfect Joint.
Weights only two pounds.

If your jobber cannot supply you, write us for illustration and prices.

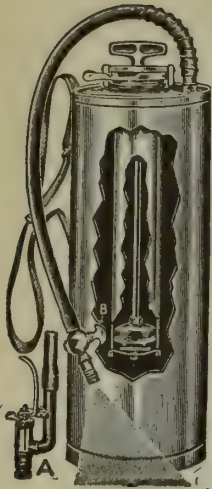
SMITH HARDWARE CO., Ltd., Montreal, Can.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order, because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL



Best Compressed-Air Automatic

Hand-sprayer in the market to-day. An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs; applying whitewash, cold water, paint, etc., saves time labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements this year.

CAVERS BROS.
Manufacturers, GALT, ONT.

When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

Amatite ROOFING



If you had a sample of Amatite in your hand you would see in an instant why it needs no painting or coating to keep it waterproof.

It has a rough surface of real mineral matter on the weather side. It is evident to anyone that it is no more necessary to paint such a surface than it is necessary to paint a stone wall. Stone needs no paint: neither does Amatite. It is strong enough in itself to bear the brunt of rain and wind and sun without a protective coat of paint.

To paint Amatite would be a waste of time and trouble. Amatite will last for many years without any care whatever. It is made to be trouble proof as well as weather proof.

A roofing that consists of smooth materials, made to receive a heavy coating of paint, is not a roofing at all—the paint is the real roof.

If you are told that certain roofings don't need painting when first laid, don't be deceived into thinking that they are like Amatite. The first coat of paint has been applied at the factory—that's all, and it will wear off in a little while and require renewal.

No paint is good enough to make a durable roof; a thick layer of pitch, faced with a real mineral surface, is far better—and that means Amatite.

**Free Sample
and Booklet**

A Free Sample with booklet will be sent on request to our nearest office.

The Paterson Manufacturing Co., Limited

Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B., Halifax, N.S.



Stands Alone!

For
Absolute
Rigidity and
Quality
of
Material
the

"FAULTLESS" LADDER

is without a peer! It is equipped with the "Faultless" Lock, which makes it impossible for the ladder to open or close while in use. We make ladders for every conceivable purpose.

Send for Catalogue "B"

The STRATFORD MANUFACTURING CO., Ltd.

STRATFORD, CANADA

Start the New Year Right

by using

SUPERFINE LINEN RECORD

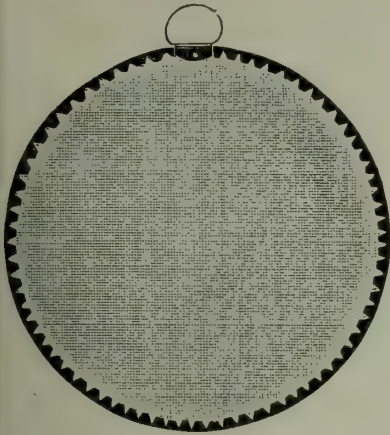
The best paper for Blank
Books and Office Stationery.

Samples sent on request.

The ROLLAND PAPER CO., Limited

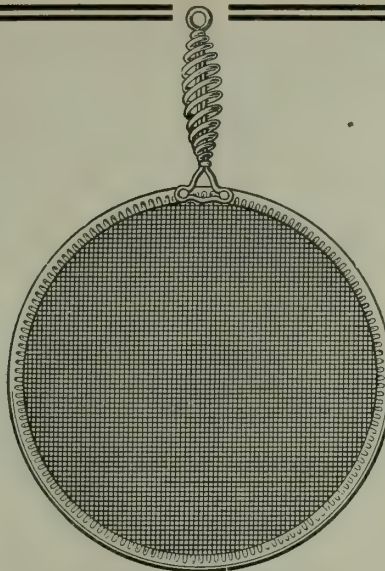
MONTREAL, QUE.

Asbestos Stove Mats



No. 1. Light Stove Mat.
No. 2. Heavy Stove Mat.

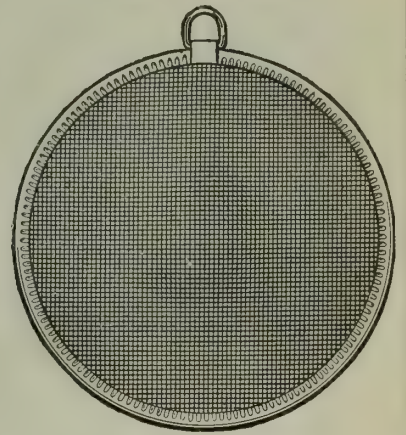
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No. 1. Alaska Handle Asbestos Toaster

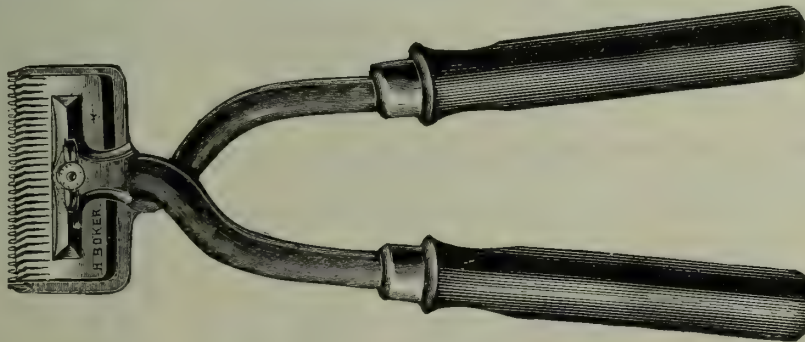
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Asbestos Toasters



No. 2. Wire Back Toaster.
No. 3. Steel Back Toaster.

Henry Boker's "Ball Bearing"



The Best and Most Satisfactory Horse Clipper on the Market.

Black ebonized handles and finely polished steel parts, with leather pouch and strap to protect the cutting plates.

Every pair guaranteed to give entire satisfaction.

For Sale by All Leading Wholesale Hardware Houses



McKINNON ELECTRIC WELDED COW TIES

Short, smooth links, making a flexible chain that can not injure the hide of the animal. Strongest chain made.

A full line of Chain for the Hardware Trade.

McKINNON CHAIN CO.

BUFFALO, N.Y.

ST. CATHARINES, ONT.



PLYMOUTH CORDAGE CO.

PLYMOUTH

WELLAND

Use "PLYMOUTH" (Ship Brand) Lathyrns; they will save you money and increase your satisfaction.

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?



INDEPENDENT CORDAGE CO., LTD.

Stocks at

TORONTO
MONTREAL
HALIFAX

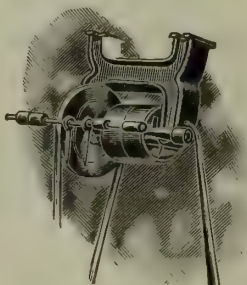
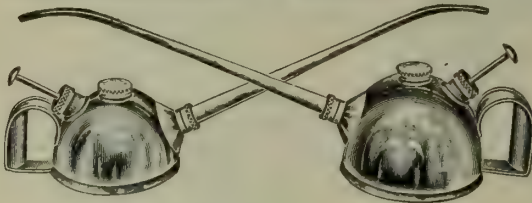
ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO



Howland's Pump Oilers



For sale by
all Jobbers
in Canada

A slight pressure
of the plunger
pumps the oil to
the bearings.

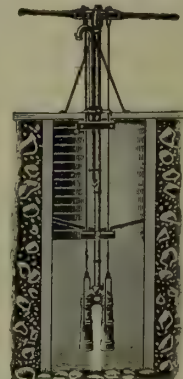


Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

WHAT WE CLAIM FOR

The AYLMER DOUBLE CYLINDER DOUBLE ACTING FORCE PUMP

This is the only
Pump manufac-
tured that has no
leather suckers
and requires
no packing or
packed joints of
any kind.



Easy Working
—
Always Primed
—
Never Freezes

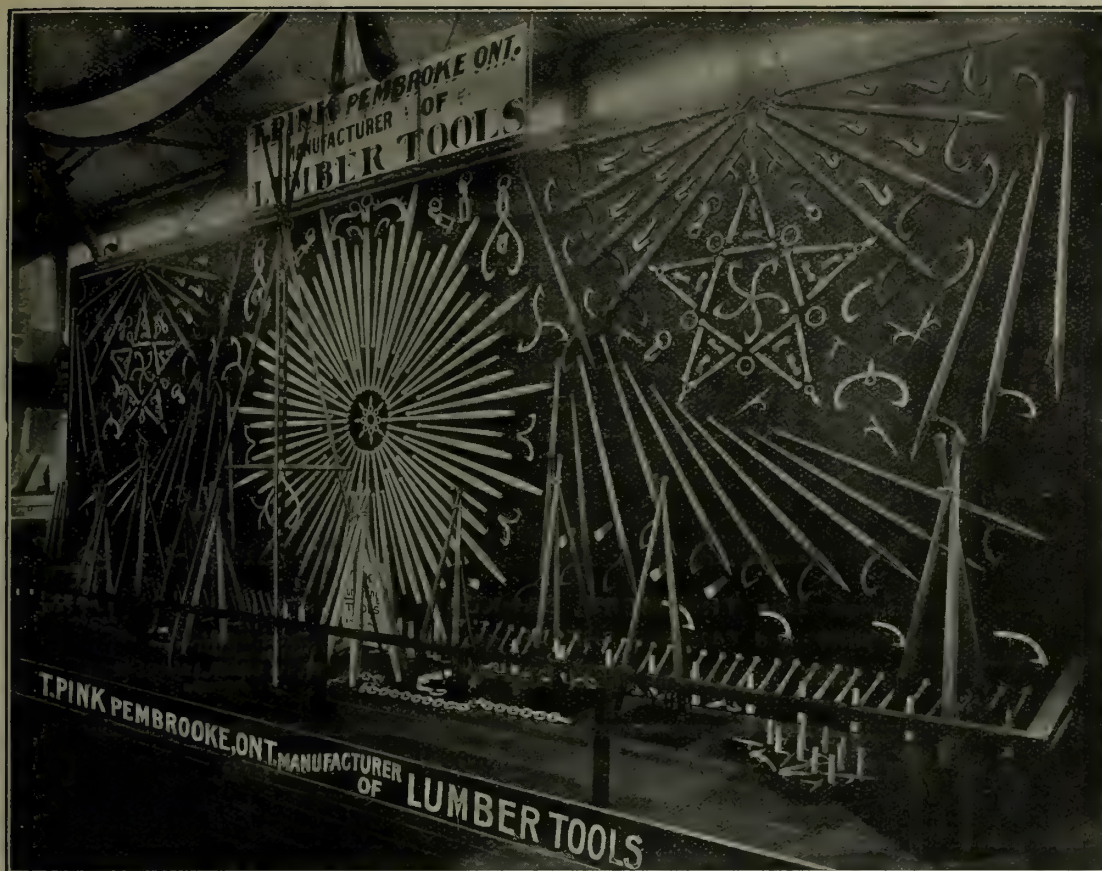
In case of fire
this pump has no
equal.

THIS CUT represents our Pump, as shown in the well. This with three-way cock and side pipe for conveying water to barn or wherever needed, will force the water any distance, and to any elevation required with ease.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited
AYLMER, - - - - - ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable

Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

=== No. 71 ===

TRADE



MARK

Is just off the Press.

It lists our complete line and if you
have not received a copy write for one to-day.

TRADE



MARK

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions
inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

ALEX. GIBB (Sole Canadian Agent),
W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

Gilbertson's Sheets and the COMET Brand

mean quality and security in whatever work you may undertake.
Galvanized Flat Sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

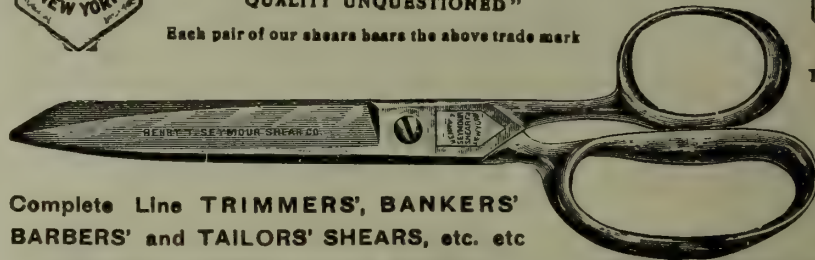
13 St. John Street, Montreal



SEYMOUR SHEARS

have been the Standard for over seventy years
"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK

Latest catalogue will be sent in exchange for your business card.

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Complete Line TRIMMERS', BANKERS'
BARBERS' and TAILORS' SHEARS, etc. etc
HENRY T. SEYMOUR SHEAR COMPANY

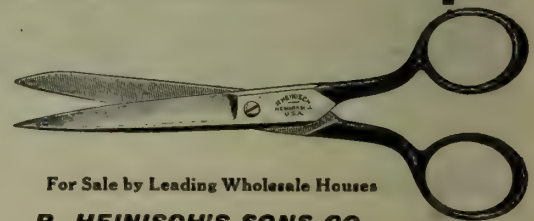
It's no gamble when you are handling

HEINISCH

TAILORS' SHEARS, TRIMMERS and INNERS' SNIPS

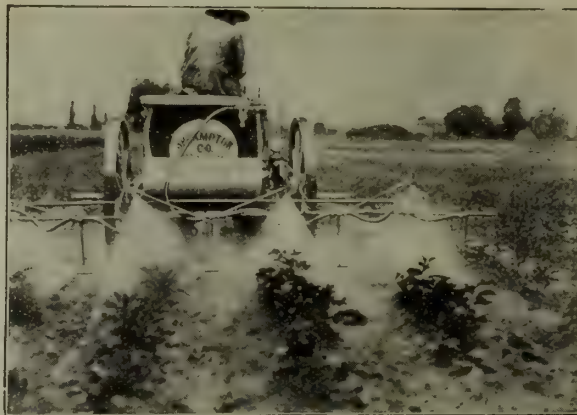
because for 85 years HEINISCH goods have borne the palm for 'quality.'

Their cutting edges are unusually keen, and the hardwareman will find them a very profitable line.



For Sale by Leading Wholesale Houses

R. HEINISCH'S SONS CO.
Newark, N.J., U.S.A.



This shows the H. P. Spramotor arranged for spraying potatoes, three nozzles to a row and four rows, two spraying from the sides and one from the top, adjustable as to height and width up to 40-in. rows. Nozzles absolutely will not clog. 12-gallon air tank, automatic and hand controlled; 100 lbs. pressure guaranteed with 12 nozzles open. An acre can be sprayed in 20 minutes. Has agitator clean-out pressure relief into tank, and nozzle protector all under control of the driver from seat. For 1 or 2 horses. Fitted for orchard, vineyards and grain. This ad. will not appear again in this paper

R. D. HEARD

1385 King St., - London, Ont.

SIXTY SWISS ARMY RIFLES, at \$2.50 each.
Box 920, HARDWARE AND METAL, Toronto,
(48)

This advertisement was inserted in two issues of our paper and cost 39c.

F. Y. W. Braithwaite, Blind River, Ont., wrote us Nov. 27, that it brought us replies from almost every province of the Dominion.

Our Want Ad. page is at your service every week. If you have anything to sell to Hardware dealers in Canada, or wish to buy anything from them, try a want ad. You will find it will give you Economical, Efficient and Quick service.

RATES:—2c. per word for the first insertion.

1c. per word for each subsequent insertion.

5c. additional each insertion when box number is required.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply

Dominion Brand Tarred Fe

Good Luck Tarred and Dry Fibre

Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

When ordering your Spring requirements in

WIRE NAILS and

OILED AND ANNEALED WIRE

Specify for the products of

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Vancouver—George W. Laidlaw

Winnipeg—Harry F. Maulden

THOS. GARFITT & SON

SHEFFIELD — ENGLAND

Manufacturers of

Reaper and Mower Supplies
Sections, Guard Plates
and Complete Knives by a
new process which gives very
fine results.

REPRESENTATIVES

JNO. L. RICHARDSON & CO.
65 Front St. E. — — — TORONTO

OAKLEY'S

The original and only Genuine
Preparation for Cleaning Out-
let. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKLEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

PEERLESS

The Fence that saves Expense

for the farmer
—because it never needs
attention or repairs—once erected.
And simply because it pleases farmers
so well—it is far the best fence for you
to sell. You do not want to sell fence
that will make the buyer come back to
you with a complaint. Peerless Fence is
so good and is so satisfactory that cus-
tomers come back — for other goods.
That's the secret of success, Mr. Dealer,
Selling goods that create more trade and
good will. Peerless Fencing does it.
We have a special proposition that will
interest you. Write for it now.

The Banwell-Hoxie Wire Fence Co., Ltd.
Dept. J. Hamilton, Ont.
Winnipeg, Man.

STRONGER

Than Stock-Weather and Wear

YOU CAN MAKE MONEY by SAVING MONEY for your customers!

SELL them only what is reliable and what YOU KNOW will give the BEST results for the MONEY.

Our reputation is behind all these BRANDS.

BLACK DIAMOND Tarred Felt



JOLIETTE and CYCLONE Sheathing, also 2 and 3 Ply Ready Roofing

We also sell Wrapping Papers of all descriptions

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb. ... 0 08½ 0 08

BABBIT ETAL.

Canada Metal Company—Imperial, genuine 40c; Imperial Tough, 40c; White Brass, 35c. Metallic, 35c; Harris Heavy Pressure, 25c; Hercules, 25c; White Bronze, 15c; Star Frictionless, 10c; Aluminoid, 9c; No. 4; cc, per lb.

James Robertson Co.—Extra Monarch, 60c; Monarch, genuine, 50c; Monarch Crown, 40c; Swastika babbitt metal, 25c; King, 22c; Fleur-de-lis, anti-friction, 20c; Thurber, 15c; Philadelphia, 12c; Canadian 10c, per lb.

Geo. Langwell & Son, Montreal—Extra, 12c, per lb.; No. 1, 10c; 2, 8c; 3, 7c; Langwell's special anti-friction metal, 15c, per lb. Lion Metal Co., Montreal—Lion Extra, 60c; Genuine, 50c; Crown, 40c; Antifric, 30c; Special, 25c; "A", 20c; "B", 15c; "C", 12c; Mag Metal, 10c; No. 1, 10c; No. 2, 8c; No. 3, 6c, per lb.

BOILER PLATES AND TUBES

Montreal, Toronto
Plates, ½ to 1 inch, per 100 lb. 2 20 2 20
Heads, per 100 lb. 2 25 2 45
Tank plates 3-16 inch 2 30 2 40
Tubes per 100 feet, 1½ inch 9 50 9 00
" 2 " 8 25 8 50
" 3 " 10 50 10 00
" 4 " 12 00 12 10
" 5 " 15 00 15 30
" 6 " 18 25 19 45

BRASS.

Springsheets, up to 20 gauge 0 23
Rods, base ½ to 1 inch, round 0 22
Tubing, seamless base, per lb. 0 26
Tubing, iron pipe size, 1 inch base. 0 24
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

COPPER

Per 100 lb.
Casting ingot. 14 50 14 50
Out lengths, round bars, ½ to 2 in. 21 00
Plain sheets, 14 oz., 14x48", 14x60". 23 00
Plain, 16 oz., 14x48 and 14x60. 22 00
Tinned copper sheet, base. 24 00
Planished base. 28 00
Braziers', in sheets, 4x8 base. 20 00
COPPER AND BRASS WIRE
Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

Montreal, Toronto.
Canadian foundry, No. 2 22 00
Middleboro, No. 3 pig iron. 21 00
Summerlee, No. 2 23 50
Carron, special. 20 50
Carron, soft. 20 25
Cleveland, No. 1 19 75 21 75
Clarence, No. 3 19 50 21 50
Jarow. 21 75
Glenarnock. 23 50
Radnor, charcoal iron. 32 00 32 50
Deseronto charcoal iron. 24 00 24 00
Ayresome, No. 3. 20 00
Ferro Nickel pig iron (Soo). 25 00
Steel billets, Bessemer or open hearth, 27.50 f.o.b. Pittsburgh.

Angles. 2 60 2 60
Common bar, per 100 lb. 1 85 2 00
Forged iron 2 00 2 10
Refined " 2 10 2 25
Horseshoe iron 2 10 2 25
Band iron, No. 10 gauge base 2 15 2 30
Mild steel 1 85 2 10
Sleigh shoe steel. 1 85 2 10
Iron finish machinery steel (domestic) 1 90 2 10
Iron finish steel (foreign). 2 25 2 25
Reeled machinery steel 2 85 3 00
Tire steel 1 90 2 10
Sheet cast steel. 0 15 0 15
Toe calk steel. 2 35 2 50
Mining cast steel. 0 07½ 0 08
High speed 0 60 0 60
Capital tool steel. 0 50 0 18
Cammell Laird. 0 08 0 08
Black Diamond tool steel. 0 06½
Corona tool steel. 0 12½
Silver tool steel. 0 12½

COLD ROLLED SHAFING
9-16 to 11-16 inch. 0 06
1 to 17-16 " 0 05½
17-16 to 3 " 0 05
Montreal, 25 and 2, Toronto, 30.
BLACK SHEETS
10 gauge 2 30 2 50
12 " 2 30 2 55
14 " 2 20 2 35
17 " 2 20 2 45
18 " 2 20 2 45
20 " 2 20 2 45
22 " 2 25 2 55
24 " 2 25 2 55
26 " 2 35 2 85
28 " 2 40 2 80

CANADA PLATES
Ordinary, 52 sheets. 2 40 2 60
All bright, 52 sheets. 3 50 3 60
Galvanized—Apollo D. Crown Ordinary
18x24x52. 4 45 4 45
60. 4 70 4 70
20x28x80. 8 90 8 90
90. 9 40 9 40
GALVANIZED SHEETS (CORRUGATED)
22 gauge, per square 5 50
24 " 4 50
26 " 3 50
28 " 3 30
GALVANIZED SHEETS Colborne
B.W. Queen's Fleur- Gordon
gauge Head de-Lis Crown
16-20. 3 60 3 35 3 65
22-24. 3 65 3 40 3 75
26. 4 05 3 80 4 15
28. 4 25 4 00 4 35
Less than case lots 25 cents extra.
Apollo brand— Montreal Toronto
24 gauge, American 3 60 3 35
26 " 3 85 3 40
28 " (26 English). 4 10 3 85
104 oz., equal to 28 English 4 35 4 15

IRON PIPE.
Size (per 100 ft.) Black Galvanized
1 inch. 2 03 2 03
1½ " 2 25 2 25
2 " 2 63 2 63
2½ " 3 28 3 28
3 " 4 70 4 70
3½ " 6 41 6 41
4 " 7 70 7 70
5 " 10 36 10 36
6 " 18 39 18 39
8 " 21 53 21 53
10 " 27 08 27 08
12 " 30 78 30 78

IRON PIPE FITTINGS.
Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable hu hin.s, 65; nippes, 75 and 10; malleable, lipped unions, 65.
SOIL PIPE AND FITTINGS
Medium and Extra heavy pipe up to 6 inch, 70; 7 and 8 in. pipe, 40 p.c.
Light pipe, 60 p.c.; fittings, 70 p.c.
RANGE BOILERS
30-gallon, Standard, \$4.75; extra heavy, \$7.00
KITCHEN SINKS
Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.
HEATING APPARATUS.
Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL
Dealers buying prices: Montreal Toronto
Heavy copper and wire, lb. 0 11 0 11½
Light copper bottoms 0 10 0 10½
Heavy red brass. 0 10 0 10½
" yellow brass 0 08 0 08½
Light brass. 0 08½ 0 09
Tea lead. 0 02½ 0 03
Heavy lead. 0 02½ 0 03
Scrap zinc 0 03 0 03½
No. 1 wrought iron 12 00 11 00
Machinery cast scrap, No. 1 15 00 15 50
Stove plate. 12 00 13 00
Malleable 9 00 8 00
Miscellaneous steel 7 00 6 00
Old rubbers. 0 09 0 09
LEAD
Montreal Toronto
Domestic (Trail) pig, 100 lb 3 75 3 70
Imported pig, per 100 lb. 3 75 3 85
Rar pig, per 100 lb. 4 15 4 25
Sheets, 2½ lb. sq. ft., by roll. 5 0 5 00
Sheets, 3 to 6 lb. ft. 4 75 4 75
Cut sheets ½ c. per lb. extra.
Cut sheets to size, ½ c. per lb. extra.
LEAD PIPE
Lead Pipe and Waste, 25 p.c.
Caulking lead, 4½ c. per pound.
Traps and bends, 50 per cent.
SOLDER.
Per lb. Montreal Toronto
Rar, half-and-half, guaranteed 0 20 0 18½
Wiping. 0 18½ 0 17½
SHEET ZINC
5-wt. casks 6 75 6 75
Part casks 7 00 7 00
SPELTER.
Foreign, per 100 lb 6 25 6 00
TIN AND TINPLATES
Lamb and Flag and Straits—
55 and 28-lb. ingots, 100 lb. \$35 00 35 00
Charcoal Plates—Bright
M.L.S., Famous (equal Bradley) Per box
I O, 14 x 20 base 86 00
I X, 14 x 20 6 50
I X X, 14 x 20 base 7 50
Raven and Vulture Grades—
I O, 14 x 20 base 5 00
I X 6 00
I X X 7 00
" 8 00

"Dominion Crown Best"—Double Coated, Tisued. Per
I C, 14 x 20 base. 5 50 5 75
I X, 14 x 20 6 50 6 75
I X X, 14 x 20 7 50 7 75

"Allaway's Best"—Standard Quality.
I C, 14 x 20 base. 4 25
I X, 14 x 20 5 00
I X X, 14 x 20 5 25

Bright Cokes.
Bessemer Steel—
I.C., 14 x 20 base 4 00
20x28, double box 8 00

Charcoal Plates—Terne
Dean or J. G. Grade—
I.O., 20x28, 112 sheets 7 50
I X., Terne Tin 9 00

Charcoal Tin Boiler Plates.
Cookley Grade—
X X, 14x66, 50 sheet box. 6 75
" 14x66, " 6 75
" 14x66, " 6 75

Tinned Sheets.
72x30 up to 34 gauge, case lots 7 25 7 50
" 36 8 00

WIRE
ANNEALED OUT HAY BAILING WIRE.
No. 11, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4.10; No. 13, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3.00; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.
High Carbon, No. 9, \$2.45 in cars f.o.b. Montreal.

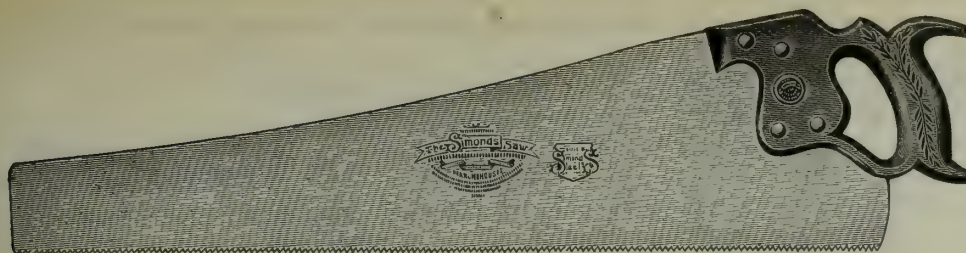
FINE STEEL WIRE.
Discount 25 per cent. List of extras in 100-lb. lots: No. 17, \$5—No. 18 \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21 \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27 \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extra net-tinned wire, Nos. 17-25 \$2—Nos. 26-34 \$4—Nos. 35-36, \$6. Coppered, 75c—oil, 10c—in 25-lb. bundles 15c—in 5 and 10-lb. bundles, 25c—in 1-lb. hanks, 50c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or spawing, 10c.

HAY WIRE IN COILS.
\$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, \$2.75; 6, 7, 8, \$2.70; 9, \$2.25 10, \$2.15; 11, 12, 13, \$2.40; 14, \$2.50 15, \$2.50. In car lots straight or mixed.

POULTRY NETTING.
19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE
No. 0-9 gauge, \$2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra. No. 16 gauge, 70c extra. Add 80c. for copper ing and 2½ c. tinning



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

SIMONDS No. 8 1/2

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is Made of Simonds Steel. Covered by the broadest Simonds warranty.

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb. 2 50 2 55
Galvanized, plain twist. 2 80 2 85
F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, \$2.65 for small lots and \$2.55 for carlots.
Dominion special field fencing, 33 1/2 p.c. small lots; extra 5 p.c.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, 1/2 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 1/2 inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized. 2 85
Plain. 2 60

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent.

RESINWAX

Per lb. 0 40

CHEMICALS

In casks per lb.
Sulphate of copper (bluestone) 0 07
Litharge, ground. 0 05
" flaked. 0 05 1/2
Green copperas (green vitriol) 0 01
Sugar of lead. 0 08

COLORS IN OIL

Venetian red, 1-lb. tins pure. 0 08
Chrome yellow. 0 16
Golden ochre. 0 10
French. 0 08
Chrome green. 0 09
French permanent green. 0 13
Signwriters' black. 0 15
Marine black, 25 lb. iron. 0 04 1/2

GLOBE

Domestic sheet, in barrels. 0 09 1/2
French medal. 0 10

PARIS WHITE

In bbls. 1 06

PIGMENTS

Orange Mineral, casks. 0 09
" 100-lb. kegs. 0 09

PREPARED PAINTS

Barn (in bbls.) 1 gal. tins. 0 90
" 5 gal. tins. 0 65
Sherwin-Williams paints, qt. tins. 1 70
Canada Paint Co.'s emulsion, qt. tins. 1 25
Globe house paint (Windsor). 1 35
" New Era" house paint (Windsor). 1 35
Benj. Moore Co.'s "Ark" & Co. 1 30
Moore's pure linseed oil, H.O. 1 35
Brandram-Henderson's "English" qt. tins. 1 60
Ramsay's paints, Pure, per gal. 1 40
" Thistle. 1 10
Martin-Senour 100 p.c. pure, 1 70
Senour's Floor Paints. 1 40
Jamieson's "Crown and Anchor" 1 40
Jamieson's floor enamel. 1 75
Island City pure paints. 1 40
Sanderson Peasey's, pure 1 30
Robertson's pure paints. 1 35

PLASTER OF PARIS

Per barrel. 2 30

PINE TAR

Half-pint tins, per dozen. 0 60

PATTY

Standard. 2 00

Bulk in casks. 2 50

" 100-lb. drums. 2 40

Bladders in bbls. 2 40

RED DRY LEAD

Genuine, 560 lb. casks, per cwt. 4 75

Genuine, 100 lb. kegs. 5 25

No. 1, casks, per 100 lbs. 4 25

No. 1, kegs, per 100 lbs. 4 75

SHINGLE STAINS

In 5-gallon buckets. 0 75

TURPENTINE AND OIL

Prime white petroleum per gal. 0 13 1/2

Water white. 0 15 1/2

Pratt's astral. 0 17 1/2

Castor oil, per lb. 0 08

Motor Gasoline single bbls. 0 16 1/2

Benzine, per gal single bbls. 0 15 1/2

Turpentine, single barrels. 0 82

Linseed Oil, raw. 0 82

" boiled 0 85

VARNISHES

Per gal. casks.

Carriage, No. 1. 1 50

Pale durable body. 3 50

" hard rubbing. 3 00

Finest elastic gearing. 1 50

Elastic Oak. 3 00

Furniture, polishing. 2 00

Furniture, extra. 1 15

" No. 1. 0 90

" union. 0 85

Light oil finish. 1 30

Gold size japan. 2 00

Turps brown japan. 1 50

No. 1 brown japan. 1 00

Baking black japan. 1 35

Benline black japan. 0 90

Crystal Damar. 2 50

No. 1. 2 25

Pure asphaltum. 1 40

Oilcloth. 1 50

Lighting dryer. 0 75

Elastilite varnish. 2 00

Granitine floor varnish. 2 50

Maple Leaf coach enamels. 1 20

Sherwin-Williams' kopal varnish. 2 50

Canada Paint Co.'s sun varnish. 2 00

" Kyanite " Interior Finish. 2 40

" Flint-Lac " coach. 1 80

B.H. Co.'s "Gold Medal" in casks. 2 50

Jamieson's Copalene. 2 50

Flatline floor finish. 3 00

Elastica exterior finish. 4 25

Island City Drednought Finish. 2 50

Stovepipe varnish, 4 pints, per gross. 8 00

Beeswax, per lb., 40 cent.

Pine tar, half pint tins, 60 cents per doz.

Plaster of Paris, per bbl., \$2.30.

Pure white shellac varnish, in barrels 1 75

Pure orange. 1 70

No. 1 orange. 1 25

WINDOW GLASS

Size United

Inches. Star. Double

Under 26. \$4 25 \$ 6 25

26 to 40. 4 65 6 75

41 to 50. 5 10 7 50

51 to 60. 5 35 8 50

61 to 70. 5 75 9 75

71 to 80. 6 25 11 00

81 to 85. 7 00 12 50

86 to 90. 17 50 18 00

91 to 95. 17 50 18 00

96 to 100. 30 50 30 50

Toronto, 30 p.c. to 80 and 5. Broken boxes 50 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

Montreal Toronto

Munro's Select Flake White. 6 25 6 40

Elephant Genuine. 6 25 6 40

Lily Pure. 5 75 5 90

Tiger Pure. 5 55 5 70

Essex Genuine (Windsor). 5 50 5 60

Brandram's B.B. Genuine. 6 85 7 00

" Anchor, " pure. 5 50 5 65

Ramsay's Pure Lead. 5 50 5 65

Ramsay's Exterior. 5 25 5 60

" Crown and Anchor, " pure. 5 75 5 90

Island City pure lead. 5 75 5 90

Sanderson Peasey's. 5 50 5 65

Robertson's O.P., lead. 5 50 5 65

Decorators' Pure. 5 75 5 90

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY)

Extra Red Seal, V.M. 0 07 1/2

WHITE ZINC IN OIL

Pure, in 25-lb. irons. 0 08 1/2

No. 1. 0 07

No. 2. 0 05 1/2

WHITING

Plain, in bbls. 0 70

Gilders bolted in barrels. 1 00

HARDWARE

ADZE

Carpenters', per doz. 12 50 14 00

Plainship. 18 00 22 00

AXES AND HATCHETS

Single bit, per doz. 6 00 9 00

Double bit. 10 00 12 00

Bench Axes. 6 75 10 00

Broad Axes. 22 75 25 00

Hunters' Axes. 5 00 6 00

Boys' Axes. 5 75 6 50

Lathing hatchets. 4 70 10 00

Shingle. 1 45 8 75

Claw. 1 70 6 00

Barrell. 5 50 6 85

ANVILS

Taylor-Forbes, prospectors. 0 05 1/2

Buckworth, per lb. 0 10 1/2

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only: Chilled, 40 c.; Buck and seal, 80 c.; no. 28 ball, \$1.20, per 100 lbs.; bags less than 25 lbs., 40 c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits. 30 and 10

Irwin's auger. 47 1/2

Gilmour's auger. 40

Rockford auger. 50 and 10

Gilmour's car. 47 1/2

Clark's expansive. 40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS

doz. pairs.

stearns wood track. 4 50 6 00

Zenith. 9 00

Atlas, steel covered. 5 00 6 00

Perfect. 8 00 11 00

New Milo, flexible. 6 50

Double strap hangers, doz. sets. 6 40

Standard jointed hangers, " 6 40

Steel King hangers, " 6 25

Storm King and safety hangers 6 50

" rail. 4 25

Crown. 4 85

Crescent. 6 50

Sovereign. 7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen. 1 35

Defiance, dozen. 2 75

Gem dozen. 7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, \$1.15 up.

Farm bells, No. 1, \$1.65.

BELTING

Extra, 60 and 10 per cent.

Standard, 60, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10, 10 and 10

Aggricultural, not wider than 4 in., 75 per cent

Lace leather, per side, 80c.; out laces, 85c.

BIRD CAGES

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new \$1 list Per cent

" " and smaller. 70

" " 7-16 and up. 60

" " Norway Iron (\$3 list) 60

Machine Bolts, 1/2 and less. 60, 10 and 10

Machine Bolts, 7-16 and up. 60

Plough Bolts. 55, 5 and 10

Blank Bolts. 60

Bolt Ends. 60

Sleigh Shoe Bolts, 1/2 and less. 60 and 10

" " 7-16 and larger 55 and 5

Coach Screws, new list. 75

Nuts, square, all sizes, 40c. per lb. off

Nuts, hexagon, all sizes, 40c. per lb. off

Stove Rods, per lb., 5 1/2 to 6c.

Stove Bolts, 80

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll. 0 70

O. K. paper, No. 1, per roll. 0 75

O. K. paper, No. 2, per roll. 0 70



You can sell Our splendidly built EXPRESS WAGONS

to all classes. They are the best toys for the boys and are the ideal vehicles for light delivery in any business. Painted red and varnished and fitted with stamped steel gear. Very strongly built. One of the many excellent



Specialties

From \$16.80 List to \$40.80 List—11 Sizes
The GENDRON MFG. CO., Ltd., Toronto, Can.

Send for full details and catalogues

BINDER TWINE.

500 feet, steel.....	0 73
500 " standard.....	0 73
550 " " manilla.....	0 73
600 " " ".....	0 08
650 " " ".....	0 09

Car lots, 10c. less; 5-ton lots, 10c. less
Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c.
Wrought Brass, 45 p.c. off revised list.
Oat Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin,
70 per cent.

Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl 1 50	1 65
White Bros. English.....	2 00
" Lafarge " cement in wood.....	3 40
Fire brick, Scotch, per 1,000.....	23 00
" English.....	17 00
" American, low.....	23 00
" " high.....	27 50
Fire clay (Scotch), net ton.....	5 70

CHALK AND PENCILS

Carpenters Colored, per gross.....	0 65
" lead pencils, per gross.....	2 40

CHISELS

Old chisels, 5 x 8 in., doz.....	2 20
Berel edge, 1 inch, doz.....	2 80

CHAIN

Proof coil, per 100 lb., 1 in., \$6.00; 5-16 in., \$4.85; 1 in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 9-16 in., \$3.70; 1 in., \$3.65; 1 in., \$3.60; 1 in., \$3.45; 1 in., \$3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie out, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent; f.o.b. Ottawa, Kingston and Montreal, 47 1/2 per cent.

CLAMPS

Malleable swivel head, 4 in.....	2 50
" adjustable, 4 in.....	7 60
Carpenters, 3 feet.....	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lengths.....	3 00
3 " " ".....	3 65
4 " " ".....	4 20
5 " " ".....	6 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitta, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand).....	1 80
Double sets, each.....	2 25
Unbreakable rail, 100 feet.....	8 00

DRAW KNIVES.

arpente 6 inch, doz.....	5 85
Folding handles, 8 inch, doz.....	1 8

DRILLS.

Bit stock drills, 2-32 in., doz.....	6 67
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SCOUTORHORN

Canadian, 45 and 10 per cent.

SCOUTORHORN PINS.

Steel, discount 50 per cent.
Brass, 65 per cent.

RAVETROUGHS.

8 inch, in 10 foot lengths.....	2 75
10 " " ".....	3 00
12 " " ".....	3 50
15 " " ".....	5 10

Add extra 10c. per 100 on O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12 1/2 p.c.

FAUCETS.

Common, oork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's.....	70 and 10
Great Western, American.....	70 and 10
Kearney & Foot, Arcade.....	70 and 10
J. Barton Smith, Eagle.....	70 and 10
McClellan, Globe.....	70 and 10
Black Diamond.....	60 and 10
Nicholson.....	62 1/2
Jowett's (English list).....	27 1/2

FORGES

Blacksmiths portable, 135 lbs..... 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz.....	0 35
Ladies claw, handled, doz.....	0 60
Adze eye nail hammer, 10 oz., doz.....	1 25
" hickory handle, 1 lb., doz.....	6 35
" straight claw, 1 lb., doz.....	7 00
Farmers hammers, 10 oz., doz.....	5 60
Tinners setting, 1 lb., doz.....	4 50
Machinists, 1 lb., doz.....	8 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, 1/2 inch.....per gross.....	9 00
" " " ".....	10 00
" " " ".....	12 00
Leather, 1-inch.....per doz.....	4 00
Leather, 1 1/2.....	5 20
Web.....	2 45

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4 in 100 lb. net.....	7 25
" " 5-in. ".....	7 00
" " 6-in. ".....	6 75
" " 8-in. ".....	6 50
" " 10-in. and larger.....	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 25
over 12 in. "..... 3 25
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

Spring, per gross, No. 5, \$16.10 No. 10, \$16.10; No. 20, \$24.40; No. 50, \$17.55; No. 51, \$7.10; No. 120, \$16.10.
Screen door sets, No. 2150, \$14.95; No. 2160, \$19.55; No. 2175, \$21.85; No. 1193, \$19.55.
Chicago Spring Butts and Blanks, 12 1/2 percent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37 1/2 and 5 off.
Garden City Fire House Hinges, 12 1/2 p.c.
"Chief" door hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
1/2 x 5.....per gross.....	2 25
5-16 x 5.....".....	3 40
Bright wire screw eyes and hooks, 60 p.c.	
Bright steel gate hooks and staples, 40 p.c.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 and 20 p.c.	
Crescent hat and coat wire, 60 per cent.	

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, \$2.45 per box base.
Capwell brand, quotations on application.

HORSESHOES.

M.R.M. & 'Bell' brands iron, light & medium, No. 1 and smaller, \$3.75; No. 2 and larger, \$3.50; snow pattern, No. 1 and smaller, \$4.00, No. 2 and larger, \$3.75; "X.L." new light steel, No. 1 and smaller, \$4.10; No. 2 and larger, \$3.85; "X.L." featherweight steel, No. 0 to 4, \$5.25; Special countersunk steel, No. 0 to 4, \$5.50 pkg; toe-weight, all sizes, \$6.00. F.o.b. Montreal and Belleville. Extras for packing.
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 44c. per lb.
HOSE
Competition grade lawn hose, 70, 10 and 5.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.

Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 80 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.	
Can openers, per doz.....	0 40
Mincing knives per doz.....	0 50
Potato mashers, wire, per doz.....	0 60
" wood.....	0 50
Vegetable slicers, per doz.....	2 25
Universal meat chopper No. 1.....	1 15
Enterprise chopper, each.....	1 30
Spiders and fry pans, 50 and 5 p.c.	
Star A1 chopper 5 to 32.....	1 35
" 100 to 103.....	1 35
Kitchen hooks, bright.....	0 60
Toasters, 50 p.c.	
Fire shovels, 50.	
Oil camp stoves and ovens, 50 and 10.	

LADDERS

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast.....per doz. 6 75
Lift Tubular and Hinge Plain....." 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, \$1.20
Lamp wick, 50 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., \$5.25; 9 in. wheel, 3 knives, 12 in., \$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75; 10 in. wheel, 4 knives, 12 in., \$8.50; 10 1/2 in. wheel, 4 knives, 12 in., ball bearing, \$10.00. 50 per cent. f.o.b. Guelph.
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. \$2.75; do., 4 knives, \$2.85; 9 in. wheel, 3 knives, 12 in. sizes, \$3.30; do., 4 knives, \$3.50; 10 1/2 in. wheel, 4 knives, 12 in. sizes, \$4; ball bearing, \$4.85.

LOCKS AND KEYS.

Canadian 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from.....	12 00
Axes, dozen, from.....	6 50
Axe handles, dozen, from.....	1 15
Cross cut saws, per foot.....	0 25
Axe wedges, dozen.....	0 25
Ball and heel calks.....	4 00

MALLETS.

Tinsmiths', 2 1/2 x 3 1/2 in., per doz.....	1 25
Carpenters', round hickory, 6 in., per doz.....	1 95
Lignum Vitae, round, 5 inch, per doz.....	3 40
Osulking, No. 8, oak, per doz.....	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste.....	6 00
Axoline brass cleaner, 100 in package.....	6 50

MINERS SUPPLIES

Mattlocks, 6 lb., 18 inch, \$8 dozen
Pick, 6 to 7 lb., 4.5 doz.
Pick handles, \$1.85 dozen.
Prospectors' hammers, 16 1/2 cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3 1/2 cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz.....	1 20
Folding ironing boards.....	16 25

NAILS

1-1 1/2 inch.....	3 35
1-1 1/2 inch.....	3 05
1-1 1/2 inch.....	2 75
2-2 1/2 inch.....	2 65
2-2 1/2 inch.....	2 50
3-3 1/2 inch.....	2 45
3-3 1/2 inch.....	2 40
4-4 1/2 inch.....	2 35
4-4 1/2 inch.....	2 30
Cut nails—Montreal, \$2.40; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coppers nails, 33 1/2 per cent.	
Pressed spikes, 3/4 diameter, per 100 lbs.....	2 85

OAKUM.

Plumbers.....per 100 lb..... 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42 1/2.
"Singapore" and "Alaska" Nevada silver flatware, 42 p.c.

PINED WARE.

Discount 40 per cent.
10-qt. flaring tin buckets, 40 per cent.
3, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Oak hods, 45 per cent.
Boiler and tea kettle pitta, 40 p.c.

PLANES.

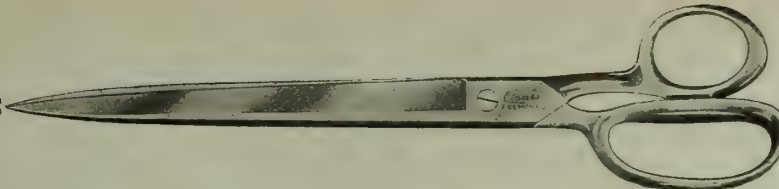
Wood bench, Canadian, 40, American, 35 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.50, net list prices.

PUMPERS AND PIPERS.

Button's genuine, 7 1/2 to 40 per cent.
Berg's wing pump, 75 per cent.

PUMPS.

	per doz.
Baker's.....	7 50
" King Outter.....	15 00
Henckel's.....	7 50
Clauas automatic safety.....	37 00
Clauas perfect strapper.....	16 00
Gillette Safety, each.....	8 75
Clauas Razor and Scissors, 50 per cent.	
Ever Ready Safety.....	9 00

Ordinary Straight
Trimmers

Why Sell Clauss Shears?

We can't give you all the reasons in a short talk like this! But here are just a few:

- | | |
|-------------------------------|----------------------------------|
| They cut from heel to point | They work easily and smoothly |
| They do not cramp the hand | They are perfectly nickel-plated |
| The screw does not come loose | |

Clauss goods are the most complete line of cutlery in the world. Our catalogue will convince you. Send for it to-day.

CLAUSS SHEAR CO.

169 Spadina Avenue, Toronto

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

ROPE AND TWINE.

Sisal rope	0 09
Pure Manila rope	0 11
"British" Manila	0 09
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
double	0 09
Sisal bed cord, 48 feet, per doz.	0 80
60 feet,	0 85
72 feet,	0 95
Cotton clothes line, 2 1/2 off.	0 27
Bag, Russian twine, per lb.	0 26
Wrapping, cotton, 3-ply twine	0 30
4-ply twine	0 30
Mattress twine per lb.	0 33
Staying	0 27
0 85	

REFRIGERATORS

Sanderson-Harold, 40 per cent.	
Galvanized, 45 p.c.	

RIVETS AND BURS.

Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burs, 35 and 12 1/2 per cent.	
Copper Burs only, 22 1/2 p.c.	
Extras on Coppered Rivets 1-lb. packages	
1c. per lb.; 1-lb. packages 2c. lb.	
Tinned Rivets, net extra, 3c. per lb.	
Coppered Rivets, net extra, 2 1/2c. per lb.	

RIVET SETS.

Canadian, 35 to 37 1/2 per cent.	
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RULES.

Boxwood, No. 63, 2 foot, doz.	1 15
Boxwood, No. 1232, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
No. 50, nickel-plated,	0 80
handles, japanned, per gross	3 40
Common, plain,	4 25
plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent	
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SASH WEIGHTS.

optional, 1 lb. each, per 100 lb.	2 20
1 1/2, 3 to 30 lbs.	1 0

SASH CORD.

No. 8, per lb.	0 34
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SAWS.

Atkins, hand and crosscut, 25 per cent.	
Diston's Hand, 15 per cent	

SAW SETS.

Canadian discount, 40 p.c.	
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SCREEN DOORS AND WINDOWS

Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 1 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28 1/2 inches	1 60
Perfection window screens, 14x15, open 22 1/2 inches	1 80
Model window screens, 14x22, open 36 1/2 inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.	
Burrow, Stewart & Milne - Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.	
Fairbanks Standard, 30; Dominion, 50	
Richelieu, 50.	
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.	

SCYTHE SNATHS.

Canadian, 40 per cent.	
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SCREWS

Wood, F.H., bright and steel	85 and 10	Per cent
" R.H., bright,	80 and 10	
" F.H., brass,	75 and 10	
" R.H., brass,	70 and 10	
" F.H., bronze,	70 and 10	
" E.H., bronze,	65 and 10	
Drive screws,	85 and 10	
Set, case hardened,	60	
Square cap,	50 and 05	
Hexagon cap,	45	
Bench, wood, per doz.	\$5 00	
" iron, per doz.	4 25	

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 per cent.	

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japa. 85; tailors, 46; pruning, 70.	
Seymour's, 50 and 10 per cent	

SHELF BRACKETS

No 140 65 and 10 p.c.	
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SKATES AND HOCKEY STICKS.

Starr skates, 37 1/2 per cent.	
Baker, hockey 30c. upwards; spring, Empire hockey sticks, \$3 00, \$3 50.	
Micmac and Rex sticks, \$4 00, \$6 00.	
Fuchs net, \$1 50.	

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2 1/2 p.c.	
No. 3 and 4 grade, 50 and 2 1/2 p.c.	

SQUARES.

Diston's 60 and 10 p.c.	
Stanley Try Squares, size 7 1/2, doz. net.	\$2 85

SHAPS.

Harness, 25 per cent	
SOLDERING IRONS	
Base, per lb., 28 cents.	

STAMPED WARE.

Plain, 75 and 12 1/2 per cent.	
Retinned, 75 and 12 1/2 per cent.	

SAP SPOUTS.

Bronzed iron with hooks	per 1,000 7 50
Eureka tinned steel, hooks	8 00

STAPLES.

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1/2 p.c.	
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STOVE BOARDS

Lithographed, 60 and 10	
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STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch,	7 50

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch,	1 35

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75
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STONES—OIL AND SCYTHE.

Washita	per lb. 0 25	0 37
Hindustan	" 0 06	0 10
" alip	" 0 18	0 20
" Axe	" 0 10	
Deer Creek	" 0 10	
Deerlick	" 0 25	
" Axe	" 0 15	
Lily white	" 0 42	
Arkansas	" 1 50	
Water-of-Ayr	" 0 10	
Scythe	per gross 3 50	5 00
Grind, 40 to 300 lb. per ton.	20 00	22 00
" under 40 lb.	" 24 00	
300 lb. and over	28 00	

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/2 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's, linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Diston's, 10 per cent.	
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THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.	
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TINNERS' SNIPS.

Discount 35 per cent.	
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TINNERS' TRIMMINGS.

Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	

TRAPS (STEEL GAME)

Newhouse, 30 per cent.	
Hawley & Norton, 45 and 5 per cent.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 60 per cent.	

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 35
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12
Hinged pipe vise, 25 lbs.		3 55
Saw vise	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

WASHING MACHINES.

New Ontario.....	41 25
Round, re-acting per doz.	73 75
Square	77 50
Downwell.....	49 75
New Century, Style A	93 75
Ideal Power.....	165 00
Daisy.....	87 50
Stephenson.....	74 00
Puritan Motor.....	165 00
Connor, improved.....	48 75
Ottawa.....	51 25
Connor Ball Bearing.....	108 75
Connor Gearless Motor Washer	172 50
30 per cent.	

WHIRLERS

Royal Canadian, 11 in., doz.	42 25
Improved Royal Canadian, 11 in.	44 75
Eze, 10 in., per doz	43 25
Ricycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in.	45 75
Ottawa, 3 year, 11 in.	52 00
Favorite, 5 year, 1 in.	53 00
20 per cent.	

WHEELBARROWS

Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermen, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, All other ash goods, 40 p.c.
All hickory, maple and oak goods, except tin carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

WRENCHES

Agricultural, 67 1/2 p.c.	
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WROUGHT IRON WASHERS.

Canadian, 50 per cent	
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Your stock of locks is a most important item in the success of your store!



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VOL. XXII.

PUBLICATION OFFICE: TORONTO, FEBRUARY 19, 1910

NO. 8.

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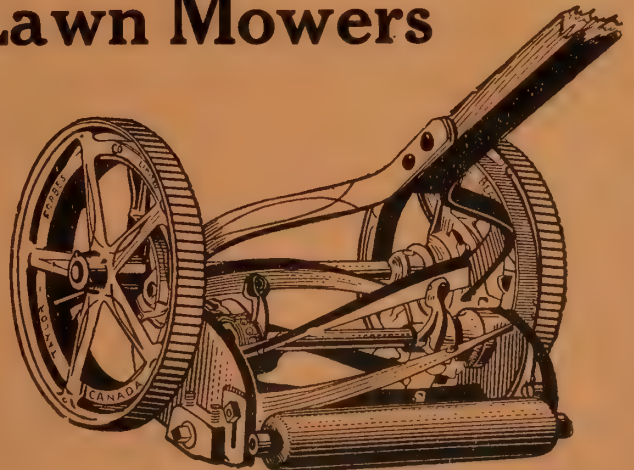
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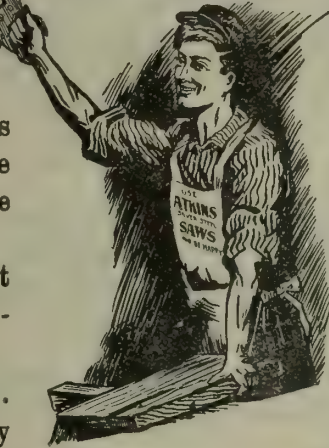
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They bring a good profit
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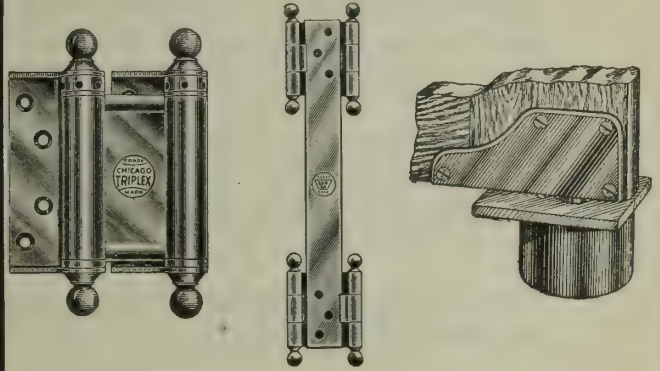
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Combining all the valuable features which experience
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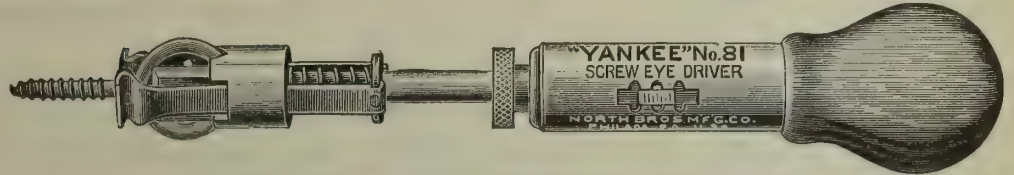
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SOME NEW STYLES—HAVE YOU SEEN THEM?

are the
NEWEST
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TOOLS
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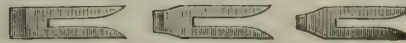
"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



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Made from the best galvanized steel, in rolls of convenient size. Lays perfectly flat when unrolled, and with our specially designed cleat and double seams, makes an ABSOLUTELY WEATHERTIGHT roof.

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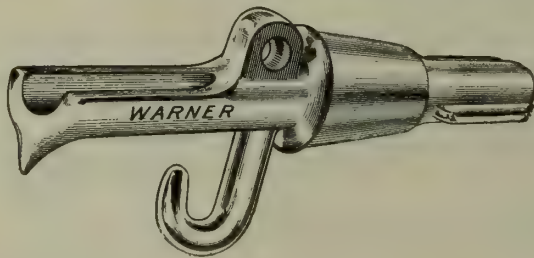
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1798

The Warner Sap Spout



Produces More Sap
than any other make
"Runs Sap Early and Late"

Strongly made of Tinned, Malleable Iron—will not break.

No rossing of the trees necessary—no injury to the bark.

The construction gives it a greater sap capacity than any other spout.

No wind or weight of sap in the bucket can pull the spout out of the tree.

It does not leak, and is easy to insert and just as easy to remove.

The tapering portion dams the sap hole and every grain of wood severed is left free to run sap.

Takes a 7/16 Bit

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PLUMBERS' OAKUM

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If you are in need of any, inquire and state the largest quantity you could handle. We know that we will make the price satisfactory.



We also stock other grades of OAKUM

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The quality of the OAKUM that we supply is fully up to Standard.



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and faster, and with less expense than any other blocks on the market? **The best is none too good** when every minute counts.

WHY USE old style blocks when you can get the BOSTON anti-friction, roller-bearing, self-locking Tackle Blocks to do your work easier

The BOSTON

is the most up-to-date Fast Block made

To Lock or Unlock the Load

To lock or hold the load or strain at any point, stand to right of blocks and haul on the rope, then ease up the fall and allow the rope to run on the spiral sheaves into the lock, same as shown in cut.

To Lower

First hoist or raise the load an inch or two—this brings the hauling rope into the running groove of the locking sheave—at the same time holds the load and stand slightly over to the left of blocks (this keeps the rope from running back into the lock) then lower.

Simple in Construction.

Fitted with the Boston Patent long steel roller bearing bushings.

Large Size Self-Locking Blocks

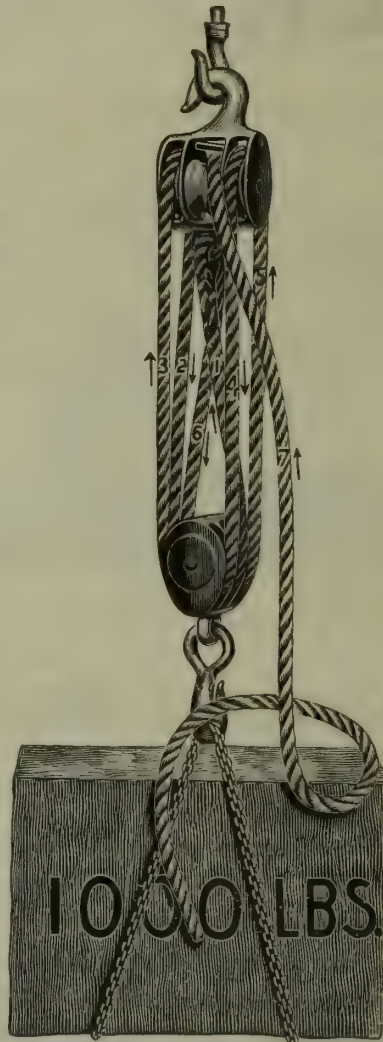
are used in place of chain hoists for light loads, as the load may be instantly held at any desired point by means of the self-locking device.

They are Invaluable to

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Warehouses, Steamships,
Breweries, Stores and
Piano Movers,
and for all other purposes a
block is used for.

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*All inquiries receive prompt
Attention.*



BOSTON Self-Locking Tackle Blocks in use.

We Ship Promptly

A trial of these Blocks will convince you of what we say

We Ship Promptly

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal

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More About Graham Nails



The persistency with which orders are coming for Graham Nails means crowding the capacity of the factory, notwithstanding the recent addition to it. The country is growing at a rate that is taxing manufacturing facilities in all lines, and when to this is added the

Superior Quality and Finish

of Graham Nails, the rush of business is easy to understand. We do everything in our power to provide the goods that are wanted as they are wanted, but in this case we are limited to the capacity of the works, and those who delay placing their orders run the risk of disappointment as regards deliveries.

In nails—as with everything else—it pays to pay for quality. You run no risk at all in pushing Graham Nails.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware Merchants

TORONTO

We Ship Promptly

Our Prices Are Right

GRAHAM NAILS ARE THE BEST



Registered

QUALITY

is the potent force that has placed

"Crescent Brand" Butts and Hinges

in the proud position they now occupy in the realm of Hardware. Whether judged from the standard of "appearance" or that of "intrinsic worth," there can be no question of "Crescent Brand Superiority."

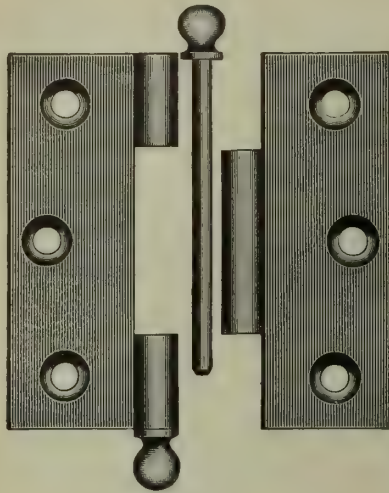
The prices are not any higher than is asked for the inferior makes.

Merchants who desire the Builders' and Contractors' Orders

cannot afford to stock any Butts or Hinges that are not made by

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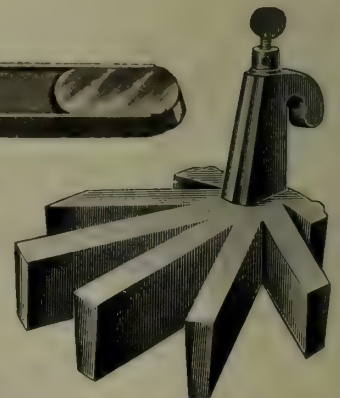
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Lead Sash Weights
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Strictly Brand Solder**



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The Canada Metal Co., Limited - Toronto



Reece Screw Plates

Do their work with a single cut

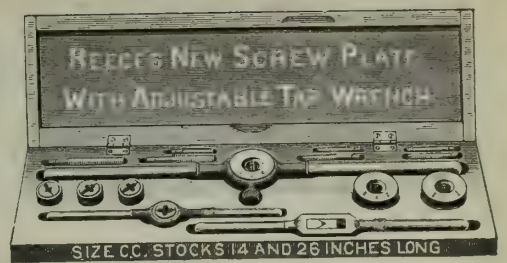
Each one sold is a standing advertisement for the store that made the sale.
Reece Taps are "Machine Relieved"—they cut easily.
We fully guarantee all Reece Screw Plates.



SET No.	LIST PRICE
A, Complete with Taps and Dies, 1/4, 5/16, 3/8, 7/16, 1/2,	\$12.00
B, " " " " 1/2, 5/8, 3/4, 7/8, 1,	17.50
D, " " " " 3/8, 7/16, 1/2, 5/8, 3/4, 7/8, 1,	22.00
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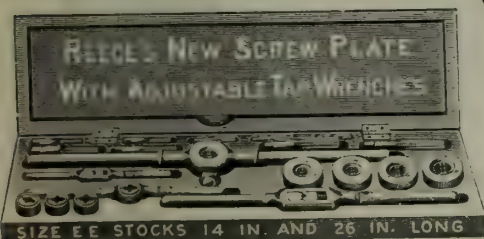
No. "CC," complete with Dies, Taps and Tap Wrenches.

Sizes, 1/4 to 3/4"

List Price, \$16.00.

No. "EE," complete with Taps, Dies and Tap Wrenches.

Sizes, 1/4 to 1",



This Screw plate is one of our best sellers. Fitted with Taps and Dies best suited to most shops. List price is \$25.00.

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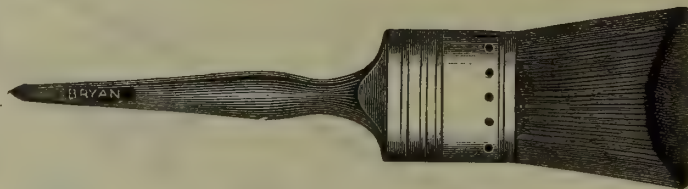
during the coming spring, there is no line of

Brushes, Brooms and Wood Ware

the equal of Bryan's in quality, finish and workmanship. They are, moreover, a worth while proposition to handle! Send for prices.

Thomas Bryan, Limited, London, Canada

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton



Simonds "Crescent Ground" Cross-Cut Saws

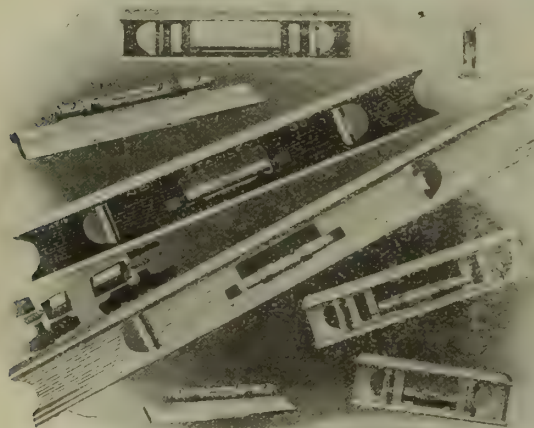


The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

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SIMONDS CANADA SAW CO., Ltd.

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STANLEY METALLIC PLUMBS AND LEVELS are so designed as to remain true under all ordinary conditions.

The metal cases in which both the Plumb and Level Glasses are set, are machined to fit accurately the machined surface of the supports which are cast in the frame of the Level.

THE CASES are held firmly on the supports by means of the cone centers which engage each end of the case. The center lines of the cases and cones are eccentric. With this arrangement the Levels can be readily adjusted or new glasses inserted.

Only the very best of materials and highest grade of skilled labor obtainable enter into their construction, and they carry with them the guarantee of a Company which has been manufacturing high-grade Carpenters' and Mechanics' Tools for over half a century.

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RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

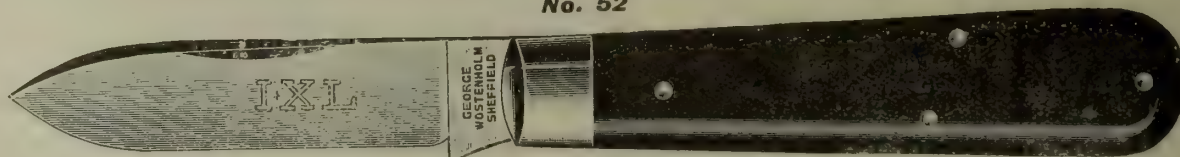


Wostenholm's Finest Sheffield Cutlery

Trade Mark

I-XL (I excel)

No. 52



Most popular Jack Knife in Canada—made in all sizes—with Bone, Coco, Black Horn or Stag Handles.

Every Knife guaranteed. Stocked by all leading Jobbers. Insist on I-XL.

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The strong selling quality of a DISSTON screwdriver is due to their handiness, their non-slip-ability and their rigidity.

The wood for handles is selected from the famous DISSTON seasoned lumberpiles. The ferrules are forced on with heavy pressure, and they stay on.

The blades are of crucible steel. In addition to all this care, each screwdriver must stand on durability test.

You do not have complaints about a DISSTON screwdriver "turning" or coming "loose" in the socket.

Make a display of the DISSTON line and the DISSTON line will sell itself for you with big profit margins.

If you have the slightest delay in getting a supply of the DISSTON Line of Saws, Tools or Files, please notify us.

HENRY DISSTON & SONS, INC.

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA U.S.A.



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loses half its terrors if the housewife is doing her washing with a

CONNOR BALL-BEARING WASHER

the newest and best machine for washing clothes. The tub swings on ball-bearings, so arranged with springs that the washer **ALMOST RUNS ITSELF**. The boiling soap and water are forced through every thread and fibre of the clothes, cleaning them three times as quickly and much more effectively than by any other method. This machine has proved a ready seller and leaves a good margin of profit.

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J. H. CONNOR & SON, LIMITED
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"Safe Lock"

and

"Canadian Monarch" Fences

We can fit you out with both a "staple" lock and a "wrapped" lock fence of all number Nine wire. No other one fence company in Canada is so situated and prepared to meet all requirements, and those who handle our two lines of fencing have as complete a variety as if buying from two or more firms.

Write us for particulars and agency for Fence, Gates, etc.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.
BRANDON,

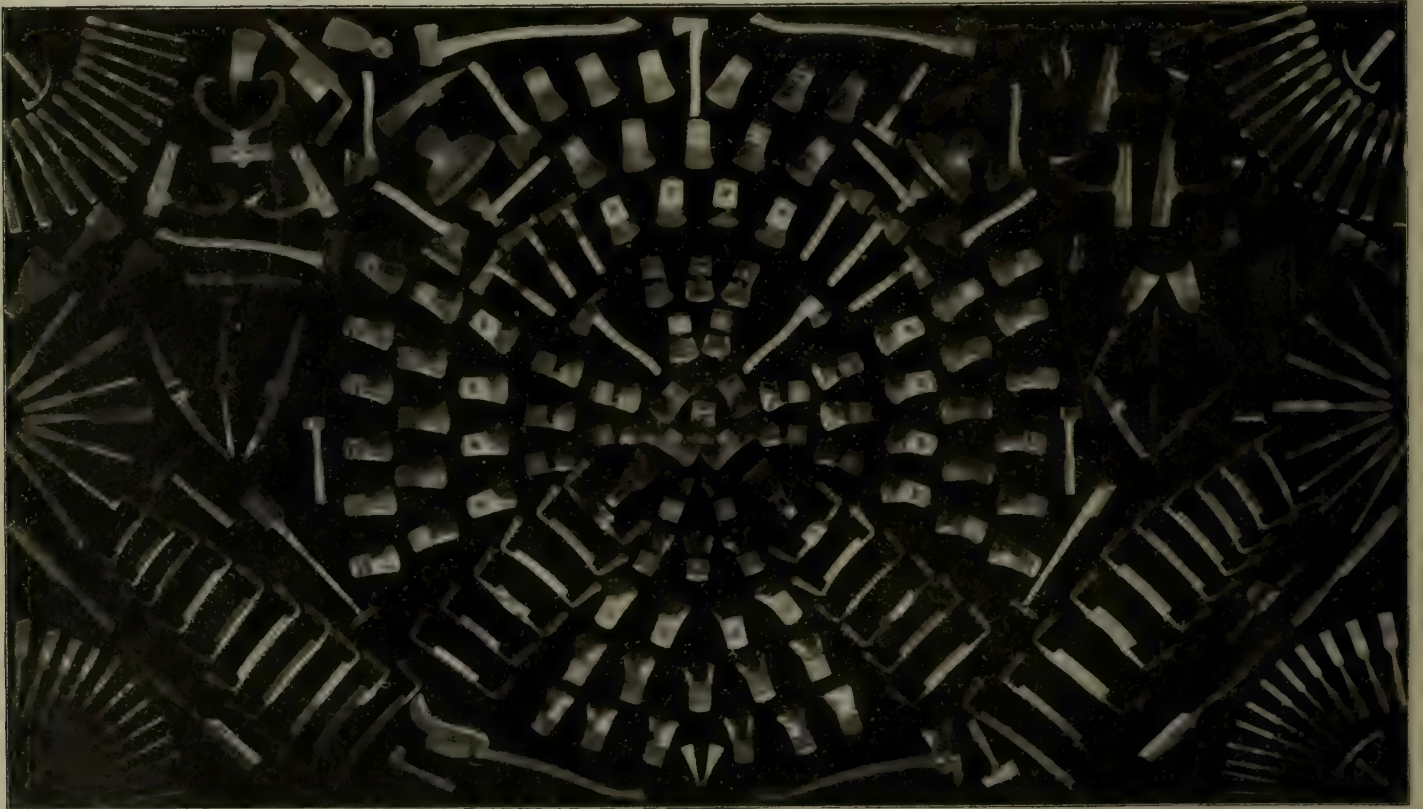
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A Great Advantage

accrues to the hardware dealer who handles the COMPLETE line of a RELIABLE manufacturer. One good tool sells another.

We are making our Edge and Lumbering Tools from genuine Sheffield Steel under the supervision of men trained in the best tool steel plants in the world. Every tool we make is thoroughly reliable and is guaranteed as to quality and finish.

You will find every tool in our line a good seller and a good advertisement for every other tool in the line.



Sold by all jobbers

Allan Hills Edge Tool Company, Limited

GALT, ONTARIO

N. J. DINEEN, Western Representative

When ordering cut chains give the No. of pattern and length over all

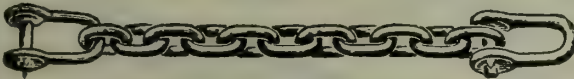


No. 1 BUCKWORTH STANDARD.



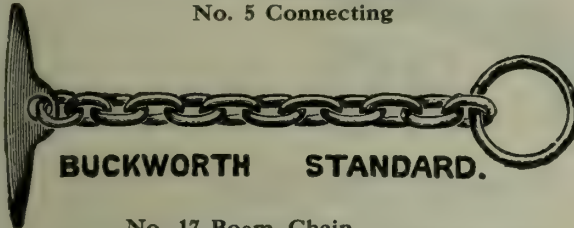
BUCKWORTH STANDARD.

No. 3 Stud Link



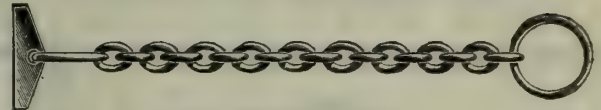
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No. 5 Connecting



BUCKWORTH STANDARD.

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"BUCKWORTH" Chains are made by experienced workmen from carefully selected material. All Chains are tested by hydraulic machinery, thereby making them absolutely safe to a standard test.

Made in Proof Coil, "B" "BB" "BBB"; Dredge or Crane, Pulley-block, Close and Stud Link, Timbering, Boom and Rafting, Railroad and special Switch and Safety Chains. Also any Chains required made to drawings.

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SELLING AGENTS.

MONTREAL, CANADA.

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¶ Are you going to keep up-to-date and clinch it with the "FLORENCE-AUTOMATIC" line, or stay in the same old rut and compel your trade to secure the "Florence" elsewhere?



NO. 3 LOW—Three powerful Burners—Oil Reservoir holds one gallon—Height, 17 in. Top, 16 x 35 ins. Weight, crated, 64 lbs.

¶ The class of oil stove you buy this season decides the number of oil stove customers you will have the following season. We handle the "FLORENCE-AUTOMATIC" which is undoubtedly the best on the market. It is the stove that will give satisfaction, for it is constructed with the view of reducing and eliminating the objectionable features in other oil stoves, and the success which accompanied this endeavor eclipsed our highest aims. We have them in both the high and low styles, with either two or three burners.

¶ Try two or three NOW and place them in your window. They are a good selling line from the point of quality and profit also.

London, Toronto
Montreal, Winnipeg

McCLARY'S

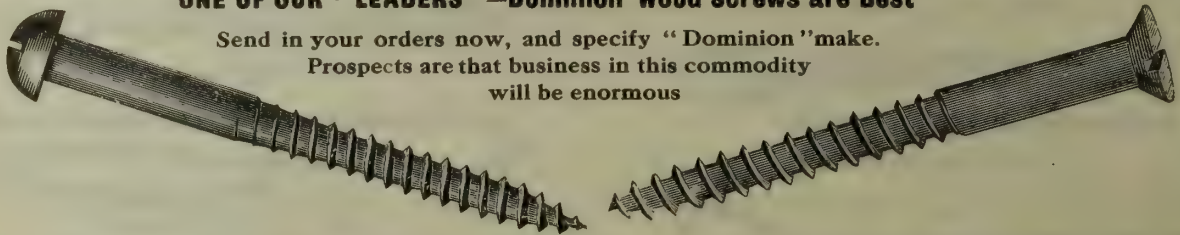
Vancouver, St. John, N.B.
Hamilton, Calgary

"WHAT'S IN A NAME"

"Dominion" stands for the best in
Wire and its products

ONE OF OUR "LEADERS" — Dominion Wood Screws are Best

Send in your orders now, and specify "Dominion" make.
Prospects are that business in this commodity
will be enormous



Let Us Make You Up a Mixed Carload

to include Barbed Wire, Galvanized Wire, Galvanized Coiled Spring Oiled and Annealed Wire, Fence Staples, etc., and of course **"DOMINION SPECIAL"** Field Fence, **"The Landmark of the Future"**

These are a few Spring Season's suggestions

DOMINION WIRE MANUFACTURING CO., LTD., MONTREAL
TORONTO

Always specify **"DOMINION"** make



It's an **"Enterprise"**

Say this and the sale is made.

No explanations, no apologies needed.

All experienced housekeepers know the **"Enterprise."**

We are educating all the inexperienced ones to ask for

"ENTERPRISE" **Food Choppers**

All you need for big sales is a big stock. Our great campaign of advertising in magazines and agricultural publications featuring our Meat and Food Choppers, etc., will help you. **"Enterprise"** signs and a lot of advertising attractive to housekeepers and home makers, free to dealers upon request.

Have you our catalog handy?

The
Enterprise Manufacturing Co. of Pa.
PHILADELPHIA, U.S.A.

21 Murray St, New York

544 Van Ness Avenue, San Francisco

STEEL OR WIRE

Standardize Your Requirements at Our Mills

Our many years' experience and knowledge of the steel and wire business insures you a reliable source of supply. We guarantee uniformity in all our materials, which enables our customers to figure exact costs. Below we give condensed list of our products :

Wire,

of every description and shape

Flat Steel,

for all purposes

Nails,

all kinds

Electrical Cables,

to any specifications

Wire Rope,

Special construction a specialty

Tacks,

carpet, upholsterers' or bill-posters'

Springs,

fine or heavy

Wire Rods,

Bessemer or open hearth

Shafting

rounds, flats, squares or hexagons

STRUCTURAL MATERIAL

plain or fabricated

Beams, Channels, Angles, Tees, Zees, Plates, Sheets, Hoops, Bands, Bars

Rails,

light or heavy

Frogs,

Switches,

Crossings,

Steel Piling,

Axles,

Splice Bars,

Fish Plates,

Steel Cross Ties

Triangular Mesh Concrete Reinforcements

EVERYTHING IN STEEL OR WIRE

ENQUIRIES SOLICITED

United States Steel Products Export Co.
Montreal, Que.

Remind your Customers that

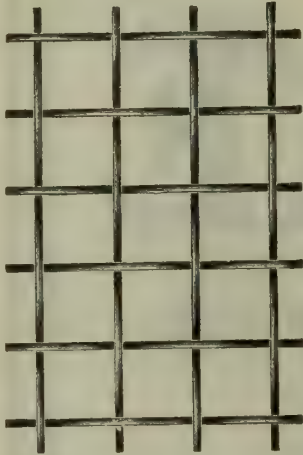
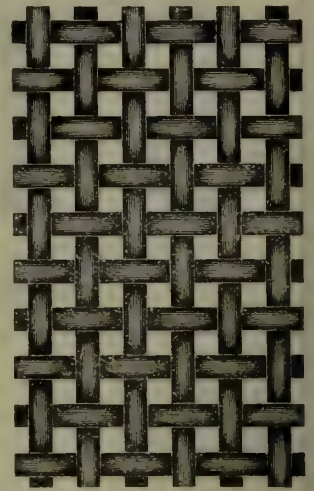
uniformity in the mesh of wire cloth depends wholly upon the quality of the metal in the wire and the skill exercised in drawing and weaving it.

GREENING'S WIRE CLOTH

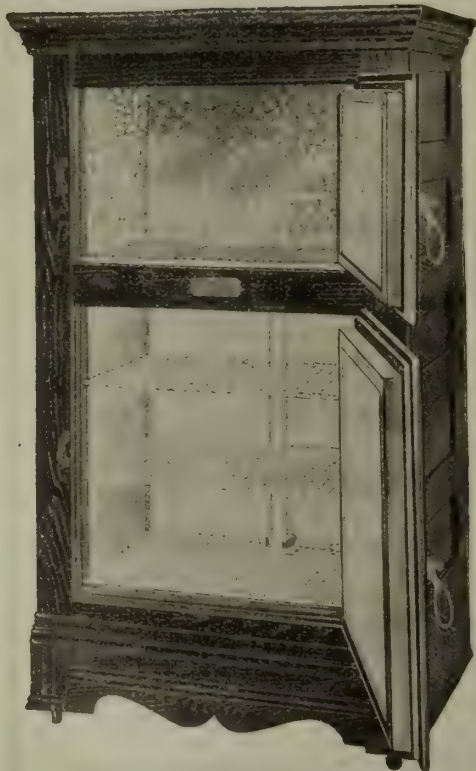
is made from specially imported high-grade iron and steel rods, drawn in our own splendidly equipped wire mill by expert wire drawers. All Greening Wire Cloth is made "double crimped" which insures the greatest strength and uniformity of mesh. We make wire cloth of every description from the finest mesh Flour Screening to Special Heavy Cloth for Refuse Burners, Smoke Stack Webs, Mining Screens, etc.

ASK YOUR JOBBER FOR GREENING'S

THE B. GREENING WIRE CO., LIMITED
HAMILTON, ONT. MONTREAL, QUE.



THE FOREMOST REFRIGERATOR IN CANADA



No. 119—OPALITE

There is no fear of an ice famine this summer. The ice crop has already been harvested.

Your stock is not complete without No. 119 Refrigerator. Don't say your town is too small and that the demand for higher-grade Refrigerators is very limited. People buy Pianos in your town, and a Refrigerator is not a luxury.

Stoves and Refrigerators have much in common. Both burn fuel; and if a home appreciates the merits of a good cooking range, it will see the necessity of a sanitary and economical Refrigerator.

No. 119 is one of our most popular styles—snow white Opalite interior, handsome oak case, finely finished, perfect insulation and circulation.

Our catalog tells more about it.

Sanderson-Harold Co. Limited
SCREEN GOODS AND REFRIGERATORS
Paris :: :: Ontario

The "Galt" Shingle



This is the shingle your customers are talking about. They want a roof that *doesn't leak*, and if you can't supply it the man across the road will.

Get those Orders In Now

The time has come when you've got to get out and buttonhole each of those prospects of yours for "Galt" Shingles and *get his signature on an order-form*. Don't depend any longer on friendly "promises" only, or one of these days while you're relying upon a "promise" a real active metal-shingle salesman will come along and point out to your prospect that buying roofing is *business*, not *friendship*, and get his order. If someone must do the ostrich act, let it be your competitor.

There is no money in "prospects" or "promises" until they are crystalized into orders. That's why we say: *If you want that money—and it's waiting for you—get out after these orders without further delay*. Don't hesitate to ask us for help. We're eager to supply it, through our salesmen, our advertising and our correspondence.

The Galt Art Metal Co.
Galt, Ontario Limited
Winnipeg—Dunn Bros.



WE WANT YOUR ORDERS FOR BRUSHES and BROOMS

for the Spring trade, and we have the facilities to handle the business with satisfaction to our customers.

With the largest plant in Canada, and the most complete range of goods, we are prepared to meet all demands.

Stevens-Hepner Company
Port Elgin Limited - - - Ont., Can.

DOOR MATS

Keep the Floor Clean

They keep the feet dry.
They prevent sickness.

Buy the sanitary door mat, the

"ACME"

carefully made of good material.

ACME STEEL GOODS CO.

MANUFACTURERS

Main Office and Works: 2834-40 Archer Ave.

CHICAGO, ILL.

151 Lafayette St.
NEW YORK CITY

Empire Bldg.
ATLANTA, GA.



Adds 50%
to the
appearance
of your
store—

and helps sell goods

Progressive merchants are beginning to realize the value of a handsome ceiling as an aid in selling goods. One of our PRESTON Metal Ceilings adds 50 per cent. to the appearance of a store. It assists materially in creating that air of up-to-dateness which is essential in influencing the mind of a prospective customer in favor of your goods. Your neat shelving and counters will appear to greater advantage; your silent salesman will be more effective; when you erect a PRESTON Metal Ceiling. Remember, a common ceiling SUBTRACTS from the up-to-date appearance of your store, whereas a PRESTON Metal Ceiling ADDS to it. In fact, a PRESTON Metal Ceiling would be a big advertisement for your store. It would be a great assistance to you in selling our metal ceilings, which are profitable for you to handle. Get our book of Colonial, Louis XIV and Gothic designs at once—also our prices, terms, etc.

Metal Shingle and Siding Co., Limited, - Preston, Ont.

Branch Office and Factory : Montreal, P.Q.

“Samson” Individual Cream Can Something Entirely New



- ¶ These cans are already replacing the large collecting tanks.
- ¶ The one fact that they are strictly sanitary,—no possible chance of sour cream,—is sufficient to endorse them.
- ¶ They are constructed of heavy tinned iron and are fitted with the famous “Samson” bottoms.
- ¶ The cover is absolutely dust proof, and being dome-shaped, will shed the rain.
- ¶ We have not got space to tell you all about it; write us for a circular, and decide to be “in the swim.”

McCLARY'S

London
Montreal

Toronto
Winnipeg

Vancouver
Hamilton

St. John, N.B.
Calgary

LAMP BLACK

WHEN ordering ask for Bear Germantown and get Photo of Polar Bear 7 x 9 as it appeared before the Grand Stand at the Industrial Exhibition in the Celebrated Act on a large ball holding the Union Jack.

Quality of Black Guaranteed

E. FIELDING, CANADIAN AGENTS TO JOBBING TRADE
34 Yonge St., Toronto

Stewart Clipping Machines

— SELL FAST DURING —

February, March and April
THEY YIELD A GOOD, QUICK PROFIT

No horse clipping machine ever made sells so fast or gives
such good satisfaction as this

**Stewart No. 1 Ball
Bearing Machine**

List for Canada, \$9.⁷⁵

Every machine sold under a positive guarantee that it must please
your customer or money refunded; including transportation.

Your jobber has them. Write for free advertising matter.

Chicago Flexible Shaft Co., 250 Ontario St., Chicago



Galvanized Sheets

Large Stocks

Lowest Prices

Leading Brands

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.

UNIVERSITY OF ST. JOSEPH'S COLLEGE
Westmoreland, N. B., Dec. 15th, 1905
J. W. Harris Mfg. Co., Ltd. City.

Dear Sirs:

I am enclosing cheque to cover sight draft for Ventilator. You are requesting me in your letter of the 23rd ult., to let you know our opinion re "J. W. Harris Rotary Ventilators." Well, the best guarantee of satisfaction I can give you was when I ordered another this Fall in addition to five we had before and which have been placed on our College for a number of years.

Yours respectfully,

A. D. Cormier, Procurator

Made by

The J. W. Harris Mfg. Co., Ltd.
CONTRACTORS
Montreal

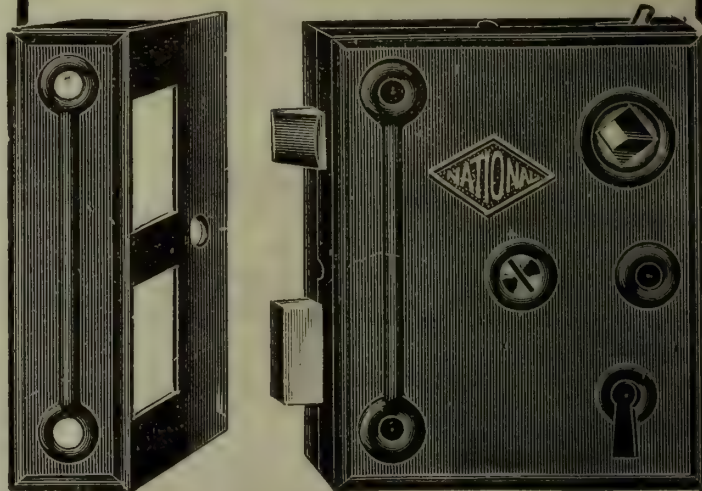


THE BEST BUILDERS USE ONLY

Steel Rim Locks

and the strongest, safest and most durable
Steel Rim Locks are

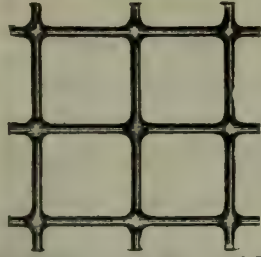
NATIONAL BRAND



Order from your jobber.

NATIONAL HARDWARE CO., Ltd.
ORILLIA ONTARIO CANADA

CANADA WIRE GRADE MFG. CO.



MANUFACTURERS OF EVERY KIND OF

**Iron, Steel, Brass and
Copper Wire Cloth**

*Crimped and Pressed Wire Work
of all Kinds*

HAMILTON - - ONTARIO



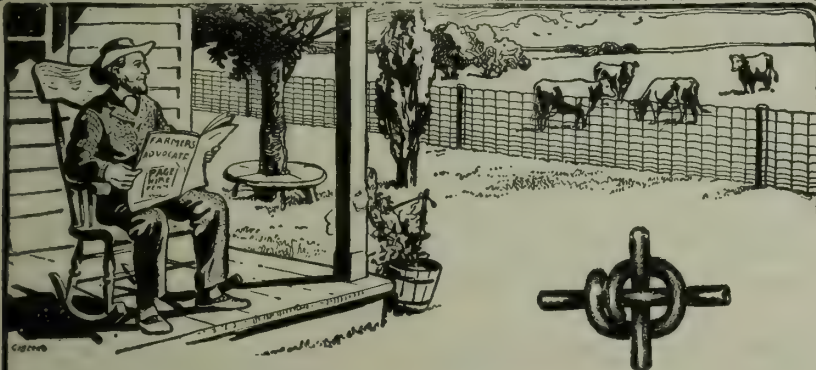
HERCULES

Sash Cord

Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.



14,000 MILES of Page Fence in Canada—and every rod a satisfaction and a money-saver to the owner, and good for years.
73,000 Page Gates in Canada—double-braced truss frames, that cannot sag; galvanized so rust can't touch them; need no repairs; good for a life-time.

1910 Fence Better than Ever

You can get more for your money than you ever could in buying fence for any purpose—lawn or farm. Our free Booklet shows you how and why. Just ask our nearest place for your copy.

501 **THE PAGE WIRE FENCE CO., LIMITED**
WALKERVILLE TORONTO MONTREAL ST. JOHN WINNIPEG VICTORIA

"PAGE FENCES WEAR BEST"

Eighty-Five Years' Experience

OF SHEAR-MAKING

the constant employment of the most up-to-date processes, and the use of only the very best and most suitable material have combined to make

Heinisch Tailors' Shears, Tinnors' Snips and Trimmers
THE "BEST IN THE WORLD."

Every hardwareman can handle this line with profit to himself and increase of reputation TO HIS STORE

R. Heinisch's Sons Co., Newark, N.J., U.S.A.

For Sale by Leading Wholesale Houses.

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

OAKY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Cansisters

'WELLINGTON' KNIFE POLISH

JOHN OAKY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

THE WHITE MOP WRINGER COMPANY

offers the **Largest Line of Mop Wringers** in the World. Latest improvements. Up-to-date.
Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue.

MADE IN CANADA

**WHITE MOP
WRINGER CO.**

Fultonville, N.Y.

Manufacturers
of Mop
Wringers
exclusively



This
Trade Mark
Insures
Genuineness
Originality
Perfection
Satisfaction



DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

F. N. BURT COMPANY, Limited
TORONTO

Counter Check Books

"GET THE BEST"

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings,
Axle Nuts, etc., etc.

Manufactured by

P. KYLE, Merrickville, Ontario

Catalogue furnished on application

MANUFACTURERS' AGENTS.

THOMPSON & GUNN

333 Gore Avenue, VANCOUVER, B.C.

Famous "RELIANCE" Hot Water BOILERS
and "IDEAL" Hot Air FURNACES
MODERN "ALASKA" STEEL RANGES

Cooking and Heating Stoves

WRITE FOR PRICES

CLIPPERS.

PRIEST'S CLIPPERS

THAT'S
SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webb & Hilger, Limited, special New York
Representatives, 106-110 Lafayette Street

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

P. R. CUMMING

Manufacturers' Agent

Hardware, Hardware Specialties
Housefurnishings Woodenware, Etc.
Car Shipments a Specialty

Correspondence Solicited

347 Pender St. W. - VANCOUVER, B.C.

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

METAL PRODUCTS.

Established 1880

NEITHER FICTITIOUS NOR EXORBITANT

ORDER AND USE

LANGWELL'S BABBITT

GEORGE LANGWELL & SON, Makers, MONTREAL

FILTERS.

Anti-Splash Tap Filters

The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers.
We supply display cards that sell them.

Write for Prices and Sample.

The Anti-Splash Filter Co.

OWEN SOUND - - - ONTARIO

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American
Manufacturers. Correspondence invited from
firms wishing to be represented.

NAILS.

JAMES PENDER & CO., Ltd.

ST. JOHN, N.B.

Manufacturers of

Coated Wire Box Nails, "ACME" Galvanized
Wire Nails, also "STANDARD" Toe
Calks—Blunt and Sharp

Horse Nails, Etc.

Best in
Canada

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind.
Has many working advantages over the ordinary spring,
and has twice the wear. In use throughout Great Britain
and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital St. - - - - Birmingham

J. M. KAINS & CO.

MANUFACTURERS' AGENT

83 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware
Specialty. Highest References.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCK CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Felloe Plates.

GALVANIZING.

GALVANIZING.

Work and Prices Right

ONTARIO WIND ENGINE & PUMP
CO., Limited

Toronto, Ont.

T. W. HEMPHILL & CO.,

Manufacturers' Agents

Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

Goods Well Displayed are Half Sold!



The most attractive, most durable
and most serviceable shelf
box on the market is the

BENNETT STEEL

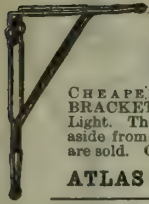
HARDWARE SHELF BOX

Saves 20% Shelf Room

over wooden boxes

Write for Catalogue and Price List.
CAMERON and CAMPBELL
83 Richmond St. W. Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the **BRADLEY STEEL BRACKET**. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

SKATING RINK SCRAPERS.



HARDWARE MEN sell the Rink in your town an **ICE SCRAPER**

saves time and half the labor.

JAMES & REID, Sole Mfrs.
Perth - - - Ont.

SPRAYERS



HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruits vegetables, disinfectants.

SEND FOR CATALOGUE AND PRICE LIST
COLI INS MFG. CO. - TORONTO

SOLDER

TINKERS' SOLDER

Bars to the lb. Our Phone No. is Main 1729

We will be pleased to quote you.

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

SNAPS.

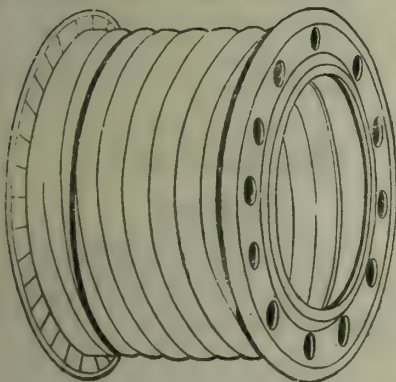
COVERT MFG. CO., TROY, N.Y.



No. 70 Polo
The Steel Spring Snap that has a "snap."

No. 400 King
The Snap without a peer

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both Floors and Partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

STEEL TROUGHS.



MAPLE EVAPORATORS

at a price within the reach of anyone. They make first-class syrup with a small amount of fuel. A great seller. Write us. Agents Wanted

The Steel Trough & Machine Co., Ltd., Tweed, Ont., Can.

TOOLS.



TOOL HOLDERS

For LATHES and PLANERS

All kinds—All sizes.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave.
CHICAGO, U.S.A.

Make ONE POUND
of TOOL STEEL
EQUAL 10 LBS.
in FORGED tools.

Write for Catalog



VENTILATORS.



Ventilators and Chimney Cows

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

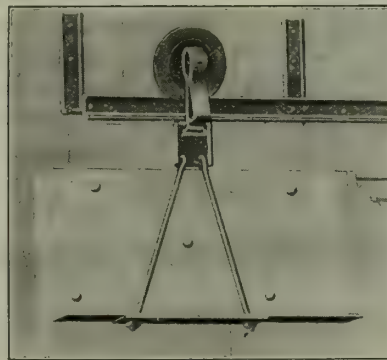
Buy your **WIRE GOODS**

from **CANADIAN SALES & MFG. CO**

Factory 55 St. Paul Street
Office 107 St. James Street
MONTREAL

A CHANCE FOR LIVE AGENTS

— TO SELL —



Wonder Barn Door Hangers, Channel Steel Track and Low-Down- . . . High Store Ladders . . .

This hanger is stronger and more serviceable than any other. The door closes tightly into jamb same as a hinge door. Excludes water. Won't split or rot. A splendid line of goods to handle.

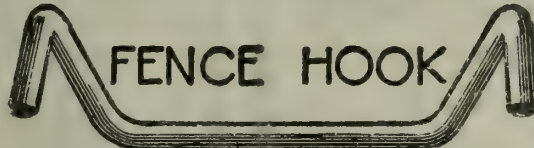
WRITE FOR DETAILS.

S. B. MARTIN

DALTON, O. - - - U.S.A.

GALVANIZED FENCE HOOK

For Fastening Wooden Picket Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.
Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

SIXTY SWISS ARMY RIFLES, at \$2.50 each.
Box 920, HARDWARE AND METAL, Toronto, (48)

This advertisement was inserted in two issues of our paper and cost 39c. F. Y. W. Braithwaite, Blind River, Ont., wrote us Nov. 27, that it brought us replies from almost every province of the Dominion.

Our Want Ad. page is at your service every week. If you have anything to sell to Hardware dealers in Canada, or wish to buy anything from them, try a want ad. You will find it will give you Economical, Efficient and Quick service.

RATES:—2c. per word for the first insertion.

1c. per word for each subsequent insertion.

5c. additional each insertion when box number is required.

PLUMBERS' SUPPLIES



¶ We carry a full line, including J.M.T. Brass Specialties—the kind that are made to last.

J.M.T. Cushion-Disk Sink Taps, Basin and Bath Cocks, are so constructed that they close with the minimum pressure and can't leak.

*Enameled Baths and Lavatories,
Sinks and Laundry Tubs,
Range Boilers and Water Heaters
Bath Room Furnishings,
Soap Dishes, Towel Bars, Sponge Holders,
Bath Tub Seats, Etc.*

The James Morrison Brass Mfg. Co., Ltd., 93-97 Adelaide St. W.
TORONTO

PATTERN LETTERS

IF YOU USE THEM

Send for our New List No. 3.

STENCILS

IF YOU USE THEM

Send to us and get Artistic Work.

STEEL STAMPS

Steel Letters and Figures

NAME PLATES

SEND TO THE

Hamilton Stamp and Stencil Works
LIMITED

Hamilton and Toronto



Mistakes? Oh, yes! We make them, but we try very hard not to make the same mistake twice. You may have been offering your customers another make of pumps and we suggest that you get right by adopting

McDOUGALL PUMPS

which are Standard Pumps, and you will prevent that repetition of mistake.

Our Catalogue Explains.

The R. McDOUGALL CO.

Galt, Canada

LIMITED

Why not handle the roofing that pays?

Don't think that "cheap" roofing pays because you may chance to make a quick sale.

Satisfaction is worth more to you than the nearest dollar. Satisfaction means repeat orders; and repeat-order business is the kind that pays.

Genasco Ready Roofing

brings repeat orders.

It is made of Trinidad Lake Asphalt—Nature's perfect water proofer—which makes Genasco last longer than any other roofing. It can't help giving solid satisfaction and building up permanent business for you.

We are doing our part in creating sales by continued advertising all over the country.

Are you doing your part to make it pay **you** by taking advantage of our help to dealers, and carrying a complete stock?

Write to-day for full information.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world

PHILADELPHIA
SAN FRANCISCO

NEW YORK

CHICAGO

Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto

D. H. Howden & Co., Limited, 200 York Street, London, Ont.

Mineral or smooth surface Genasco Roofing

Cross-section Genasco Smooth-surface Roofing

Trinidad Lake Asphalt
Asphalt-saturated Wool Felt
Trinidad Lake Asphalt



"Brantford" "Roofing"

ASSISTANCE

supplied to dealers for distribution to prospects. will insert them in their local papers.

¶ We give our agents the right kind of assistance. A big advertising campaign in leading farm papers makes "Brantford Roofing" well known all over Canada. ¶ All inquiries we receive from advertisements are turned over to dealers for their personal solicitation. ¶ Handsome catalogs and samples of Electro of a special series of retailers' ads, supplied free to all who

Just write us for further details.

BRANTFORD ROOFING CO., Limited :: BRANTFORD, CANADA

Winnipeg Agents: General Supply Co. of Canada, Limited, Market and Louise Sts.

Montreal Branch: 300 St. James St., Montreal, Que.

The Bull's Eye of Perfection

REGISTERS, FACES, BORDERS

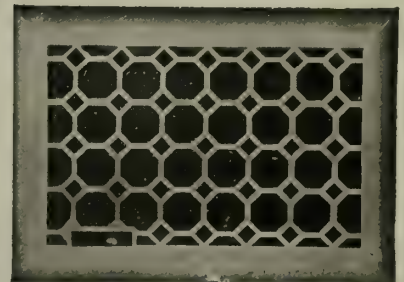
"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteeel Company
Bridgeburg Ontario

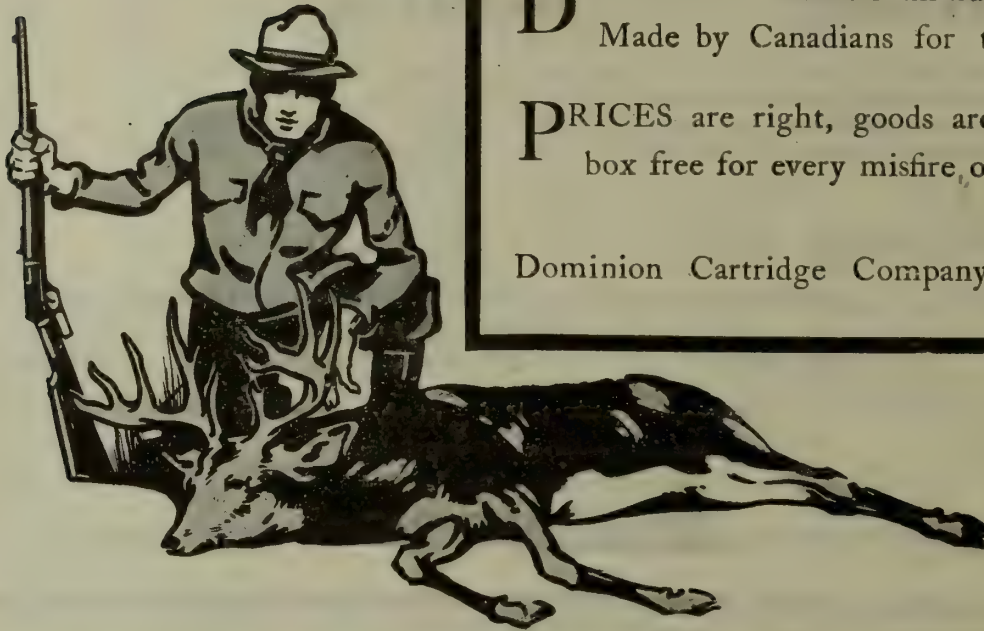


The Moorish Sidewall Register.



The New Convex Reversible Wafer

Dominion
IMPROVED & PROVED
Ammunition



WHEN a man fills his belt with ammunition he should assure himself that each cartridge is as perfect as human skill, ingenuity and careful inspection can make it.

DOMINION metallic ammunition is that kind.
Made by Canadians for the whole world.

PRICES are right, goods are right. A new box free for every misfire of present product.

Dominion Cartridge Company, Ltd., Montreal

KEMP'S SAP PAILS AND SPOUTS

Will soon be in demand now.

EXTRA
DEEP
AND
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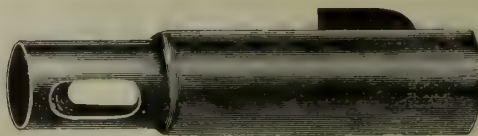
Let us know your requirements
for the coming season. Prompt
shipment guaranteed. : : :

FLARING



MAPLE LEAF SAP SPOUTS

STEEL



JAPANNED

ALL SAP BUCKETS PUNCHED UNLESS OTHERWISE ORDERED.

PRICES ON APPLICATION.

KEMP MANUFACTURING COMPANY, Cor. Gerrard and River Streets
Toronto, Canada

THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St. Montreal, Que.

Discussion on Science of Business Building

Retail Hardware Convention at London Listens to an Able Address Containing Many Helpful Suggestions for Employers Who Aim to Develop the Best in Those Working Under them—The Qualities of Salesmanship and Business Management Outlined.

One of the features of the program on Tuesday afternoon was an address by Milton Bergey of the Sheldon School, on the "Science of Business Building."

"Associations of this kind," said Mr. Bergey, "are an indication of the spirit of progress and the spirit of co-operation which is affecting the business world. Organizations of any kind, where men meet to discuss matters of common interest cannot fail to be beneficial to those taking part; and they must be beneficial to the buying public because they enable you to render better service. For these reasons it is a great pleasure to me to be your guest this afternoon, to hear and profit by your discussions and to contribute a few remarks on 'The Science of Business Building.'"

"Some men are inclined to look askance when we make bold to use the term science, in connection with business, but what is science? Herbert Spencer defines it as organized knowledge. Another writer defines science as classified common sense. It is true that the lamp of science has long guided the efforts of the worker of the so-called higher professions. The doctor has the science of medicine, the minister, the science of theology. The lawyer, the science of law, and it is high time the business men moved on the sound basis of scientific principle. And what do we mean by business building? We might define it as the making of permanent and profitable patrons. Everybody in life has patrons. The client is the patron of the lawyer and the patient is the patron of the doctor, the layman is the patron of the minister, the customer is the patron of the merchant. Success in life commercially hinges on one's ability to make permanent and profitable patrons.

Business Building a Science.

The science of business building is a comparatively new science, but its evolution is quite similar to the growth of other sciences. Blackstone was the founder of the Science of Law. Yet Blackstone made no laws. He simply made a careful analysis of all the laws enacted by all existing governments. He observed certain relationships between these laws. He saw that they all referred to (a) the rights of persons; (b) the rights of things; (c) public wrongs, and (d) private wrongs. He bracketed and rebracketed all the laws around these four heads and there was born the science of law. To-day, the lawyer who is not well grounded in Blackstone is a back number.

"Likewise in the science of business building, there are four factors around which all knowledge may be classified: (a) the party of the first part, the individual, the salesman; (b) the party of the second part, the public, the customer; (c) the proposition—the goods, and (d) the process—the sale. All knowledge relates to one of these four factors so that the science of business

building is the organized knowledge about making permanent and profitable patrons.

"It is said on good authority that 95 p.c. of the retail merchants fail annually. The authority for this statement got his data from the merchants in the United States, but I presume conditions are about the same here. He did not mean that 95 p.c. went into bankruptcy every year, but only 5 p.c. make good in a big way, and the other 95 p.c. merely make a living, or fail entirely. This seems a startling statement, yet the statement is not half as startling as the fact. Think of it, only 5 p.c. of the merchants are really successful. In looking for the cause of this condition, I believe, we will all agree that it is inefficiency. Having had the good fortune of meeting many merchants both in the United States and Canada I have found that their great problem is developing efficiency in the employe. If it is true that only 5 p.c. of the merchants really succeed, I know that it is equally true that only 5 p.c. of the employes are really satisfactory. If every employe in an institution is a success and does his work properly, the institution must be a success, because the success of every institution is measured by the amount of profitable business done, just as the success of every employe is measured by the amount of work done. If each employe makes good in a big way the institution will be a success.

NEWSPAPER ENTERPRISE.

Editor Hardware and Metal.—Allow me to congratulate you on the enterprise shown in having so complete an account of the business meetings as well as the banquet of the Ontario Retail Hardware and Stove Dealers' Association, in your issue which I received this morning.

I might add that it is customary for the official organ of an association to publish the annual convention proceedings a month or at least two or three weeks after the same has been held, and I think it speaks volumes for the energy shown in the management of your paper in having so complete an account of the meetings and banquet in print in less than forty-eight hours after the business has been concluded.

SAMUEL STEVELY.

London, Feb. 14, 1910.

Others besides ex-mayor Stevely have expressed surprise at the extended convention report given in Hardware and Metal last week and the fact that the pictures of six of the nine new officers elected were published has also been commented upon. The securing of the report and illustrations entailed considerable labor and required some foresight, but it is in keeping with Hardware and Metal's aim to maintain its position as the most progressive trade newspaper in Canada.

Four Classes of Men.

"Employes and for that matter all business men naturally divide into four classes from the standpoint of efficiency. Down at the bottom is the indifferent, the man who is just in it for the ride. He is ruining his eyesight looking for more pay, not realizing that if he looked for more work, for the opportunity of rendering more service, the question of more pay would take care of itself. He is the drone in the business beehive. He flies about from firm to firm, sucking a little of the honey of money from this institution, a little from that. He is the chairwarmer, the clock-watcher, the time-server. If six o'clock is the quitting time, he is always looking for six o'clock to come, and thanking the Lord when it arrives. He cares more for the idle pleasures of the passing hours than for real and permanent success.

"Above this class is the student. He has woken up from the sleep of indifference and realizes that success in life is not a matter of luck or chance, but is governed by law. He has ambition. He knows that to succeed he must observe and study and think. He is anxious to improve and he lets slip no opportunity of performing a service to the firm. There is hope for this class.

"The third class is the adept. He is a student who has become artistic in the performance of what he has learned through observation and study. He has gotten the habit of doing things according to the best working plan. He is the artist in business.

"But the fourth class is the master. He is the student grown tall in efficiency. His life and business is regulated from the standpoint of principle. He intuitively perceives the right thing to be done under all circumstances. He delegates authority. He profits by the labors of others.

Qualities of Management.

"To be a master is the ambition of every one here, but remember no one ever became a master before he was an adept. No one ever became an adept before he was a student and no one ever became a student before he woke up from the sleep of indifference, cancelled his membership in the 'what's-the-use-brigade' and moved out of the 'I-don't-care colony.'

"The manager of the most successful corporation of its kind in the world was asked one day how he measured the value of his employes. He immediately answered, 'By the amount of supervision they need.' And it is true that if an employe has the ability, the knowledge and tact, and initiative to go ahead and do his work without the need of supervision, his value is high. The more supervision one needs at the hands of others, the less he is worth. The less supervision, the more he is worth. This same law applies to employers.

Our value depends on the amount of supervision which we need, not which we get. Perhaps we do not always get our just desserts in the matter of supervision.

"But what is the cause of needed supervision? What is it that causes this thing which reduces value in the employe? Two things make supervision necessary. Two thieves steal value. They are omissions and commissions. If the employe omits nothing he should do, or could do, or might do, and then in doing his work commits no errors, he needs no supervision and his value will be at the highest. So we see clearly that errors of omission and commission make supervision necessary.

"But what is the source of errors on the part of the employe? All errors are traceable to the negative conditions in the employe. By negative conditions I mean weak spots or undesirable traits—sand in the bearings, which means loss of power. How can we get rid of these negatives? Simply by developing the positive faculties. By positive I mean the desirable qualities in the individual. The qualities that stand for power.

"The keynote for developing these positive qualities is education. By education I mean the drawing out, the development of natural power. You, Mr. Employe or Mr. Employer are all right if you will but bring out the Almighty alrightness. By education I do not necessarily mean going to school. Many college graduates are not educated in the true sense of the word. They may know much and still not be able to do very much and the new standard of a man's value is 'what can he do,' rather than 'what does he know?' The process of education is twofold—nourishment on the one hand, and use on the other. The mind must be fed with the proper mental food and then used to develop the proper traits, but knowledge is essential. Shakespeare was gifted with psychic vision when he said: 'Our only crime is ignorance.'

"It has been said that all of nature's chiefest laws can be written on the signet of a ring, and I believe it is true that the principal injunctions to the business man can be written in a very small place indeed. I would like to mention three: (First) Man know thyself. (Second) Man know the other fellow. (Third) Man know thy business. Now what branch of science will aid us in obeying this first injunction? I would answer, the science of man-building consisting as it does of body-building and mind-building. Body-building is essential because it gives us good health and perfect endurance.

The Power of Attraction.

"You may have heard the story of the two ladies who met in the car. Sarah was a widow with prospects of a second marriage. Annie was an old maid with no prospects at all for matrimony. She said to Sarah. 'Now how is it, Sarah? We have always been living in the same town. Both good looking. Both dress about the same. Associated with the same people. You have been married once, and are about to be married again and I have never had the chance of being married once.' 'Well, Annie, it is not the position, or the clothes, or

the money, but the 'come hither' in the eye that does the business.'

"And, gentlemen, unless the salesman has perfect health he will not have that 'come hither'—that glow of perfect health in his personality that gets the attention of the prospective patron. Good health consists of right eating, right breathing, right thinking, and right exercising. Violation of any of these laws must result in defect in personality.

"Now what do I mean by mind building I mean the study of practical psychology; and progressive business men to-day realize that psychology is one of the most practical of studies. All that the mind can do is (first) to know, (second) to feel, (third) to will. All our mental functions may be classi-

way the employe can rid himself of this negative is by developing the positive of memory.

"The feeling side of the mind or the emotions are built up through the development of such qualities as faith, ambition, self reliance, honesty, cheerfulness, enthusiasm, energy, loyalty etc. I do not urge the development of these faculties from the standpoint of religion, or where you are going when you die, but from the standpoint of success in the here and now. If an employe can be brought to realize that his highest chance for promotion depends upon the success of the firm. If he can be brought to see that the interest of the employer and employe are identical, he will see that it pays to be loyal.

"The will is built up through the development of qualities of purpose, decision, initiative and self control, and you all know that a strong will is essential to success. It is a maxim 'Make the man all right and the work will take care of itself.' So much for Man building.

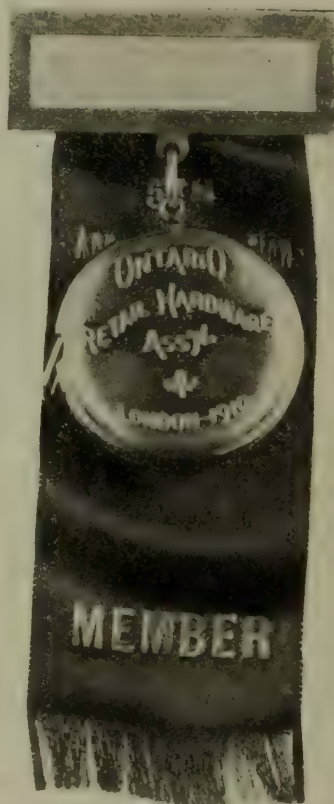
Study Human Nature.

"The second injunction—man, know the other fellow. The branch of science which will enable us to obey this injunction is the study of human nature, or 'sizing up the customer.' Some of the most successful men have attributed their success to their ability to read men. The contour of the face, the look of the eyes, the tone of the voice, expression, gestures, do reveal temperament to the man who knows.

"The third injunction, man know your business, can be solved by the study and application of the science of commercial logic. Analysis is the art of separating into its parts any subject of thought and seeing the casual relations of those parts. The man who is analytic makes few mistakes. By the study of logic the employe or the salesman develops the ability of seeing the selling points of any article in the store. Now-a-days it is not talk, talk, talk, that sells goods, but points, points, points.

"Business conditions will never be materially improved, betterments in business will never be particularly realized until business in all its branches, both in the making end and the selling end, of the business world is recognized as a profession. And this will never come to pass until those engaged in business come to a realization of the fact, that to make good, they must treat business seriously. A profession is a science practised. Science is nothing but organized knowledge or classified common sense.

"To make a business a success, those engaged in it must be business builders. They must be business getters, for business getting is a necessary part of business building. But they must get the business in such a way that it can be built upon. Business secured must be the foundation upon which to build more business. I would define business building as the making of each customer a re-



THE LONDON CONVENTION BADGE.

On the Reverse Side of the Steel Tape

Was a Maple Leaf and the Words

"Luffkin." Each Member's

Name was Inserted in
the Open Space
at the Top.

fied under those three heads. All that we can do mentally is either a case of (first) knowing something, (second) feeling something, (third) willing something. The knowing functions of the mind is built up through the development of the qualities of observation, concentration, comparison, judgment, reason, memory, imagination, etc. You all know how many errors of omission and commission have been traceable to the one negative quality of forgetfulness. Perhaps that one negative with some of your employes has caused you loss of money or loss of patronage. The only

peater and also the making of each customer the link in an endless chain to bring more customers.

Building a Business.

"The business builder realizes that he must get business in the eternal here and now—that is to say, each day's business—each week's business—each month's business must be satisfactory in volume and quantity.

"Still he realizes that he must get that business in such a way that the customer will come again and keep on coming and tell others to come to. He believes in advertising and he sees clearly that one of the best advertisements in the world is the wagging tongue of the satisfied customer.

steps in the minds of the majority of prospective patrons we made from day to day.

"Conditions are improving. The leading firms have adopted the one-price standard. They see there is more in business-building than in business-getting. They see that to make money they must render a big service to the buying public, and the two elements that enable them to do this is (first) quality of goods, and (second) excellence of attention.

"In closing, I would ask you to draw upon the screen of your imagination three circles. You may label the outer circle Business-building. Inside this larger circle, draw a smaller, and call it Salesmanship, and inside this second circle

joy taking a half hour to go into the details of the answer which the question suggested, but he did not wish to violate the ethics of hospitality by taking time to discuss his specific business. The Sheldon School of Chicago, which institution he represented in Canada, he said, had spent much time and money in evolving a method for developing the efficiency of the employee, which has been found highly successful by many employers who had encouraged their employees to improve their knowledge and position.

NEAR THE CENTURY MARK.

Since January 1 new members to the number of 91 have been enrolled into the association and 67 travelers have become associate members. This is a very encouraging gain and the membership roll is now in more satisfactory condition than at any time in the history of the association.

Several members and travelers have signified their intention of competing in the contest for securing new members and an announcement regarding this will be made shortly.

The executive have also before them for consideration the broadening of the association by taking into membership retail hardware firms from other provinces.



A GROUP OF ACTIVE ASSOCIATION WORKERS.

Top Row: J. S. Weichel, J. R. Hambly, R. C. Chown, D. Broeklebank, J. W. Peart and H. P. Morgan.—Bottom Row: M. S. Madole, D. Cinnamon, Weston Wrigley, John Caslor, A. W. Humphries and Fred. C. Lariviere.

"After all, business is a mental thing and from the standpoint of business-building there are just six mental steps that we must inspire in the minds of prospective buyers. The first step is Favorable Attention. And it is a natural law of mind that favorable attention properly sustained will ripen into the feeling of interest. This feeling of interest sustained will ripen into Desire, and desire intensified becomes resolve or action. This is an act of the will. These four steps must be induced in the mind of the customer so as to maintain the feeling of confidence, as confidence is the basis of trade. Then the customer must be looked after in such a way as to give him Satisfaction. This is all that business amounts to—securing the six steps of favorable attention, interest, desire, action, confidence and satisfaction, and success in life commercially hinges in our power to bring about these

draw a smaller circle, and label it Service.

"The outer circle, Business-building, is the body of business-making permanent and profitable patrons. The second circle is the Life-blood of business-salesmanship or persuasion, the power of making permanent patrons. But the inner circle is the Heart that pumps the life-blood—Service.

"Truly the Science of Business is the Science of Service—he profits most who serves best."

Discussion on the Address.

In the discussion that followed, F. C. Lariviere, Montreal, expressed his high appreciation of the address and requested that the speaker give further details as to his plan in the development of efficiency of the employee.

Mr. Bergey replied that he would en-

TELEGRAM FROM COL. MACLEAN.

The following telegram was received from Col. MacLean, publisher of Hardware and Metal, on Thursday afternoon:

"Please express my regrets to association for enforced absence from annual meeting, and say I hope that next year's plans will permit their being my guests on excursion visit to Agricultural College at Guelph."

It will be remembered that Col. MacLean a year ago invited the visitors at this year's convention to be his guests on an excursion to the Model Farm at Guelph. The executive, in arranging the program for the London convention, did not find it convenient to include this feature in this year's program, so Col. MacLean is renewing his invitation for next year.

TELEGRAM TO SENATE.

As instructed by the convention on Thursday morning, the following telegram was sent to Hon. William Gibson, Chairman of the Banking and Insurance Committee of the Senate at Ottawa, before whom the new Canadian Insurance Act is now up for discussion:

"The Ontario Retail Hardware and Stove Dealers to the number of over three hundred in convention assembled unanimously passed resolution condemning Insurance Act now before Senate as unfair and detrimental to the best interests of all premium payers."

D. CINNAMON, President.

WESTON WRIGLEY, Secretary.

Aftermath of the Retail Hardware Convention

Balance of the Question Box Discussion—Meeting of the Executive—Ninety-one New Members Since New Years—Discussion as to the Place of Next Convention—Convention Notes.

The "Question Box" discussion at the London convention was not as successful a feature as at the two preceding gatherings, the difficulty in getting the meetings started promptly and the lack of some strong hand to lead the discussion being the two outstanding causes for the shortcomings of this year's convention in this respect.

The fact that the convention hall was in a separate building to both the hotel and exhibition hall made it hard to gather members together and the slow service in the Tecumseh hotel dining room, prevented many who desired to be prompt from being on hand at the time the meetings were supposed to start.

The executive had arranged to have Sharon E. Jones, Richmond, Indiana, on hand to lead the "Question Box"



W. W. BENNETT, Gananoque.
Elected a Member of the Joint Committee to Confer With the Jobbers.

part of the program, but just before the convention, Mr. Jones found it impossible to attend and telegrams to four substitutes failed to secure a man to take his place. F. C. Lariviere, Montreal, was present on Wednesday, but had to return home early Wednesday evening.

THE QUESTION BOX.

The discussion which took place under this head on Wednesday evening was reported in Hardware and Metal last week, but it having been found impossible to deal with more than a few of the questions a second session on Thursday afternoon, was devoted to a discussion of a few of those left untouched. The following is a report of this discussion:

Lamp Chimney Crating.

The practice of lamp chimney manufacturers of charging 60 cents for boxing and crating with an extra charge for wrapping paper on chimneys was

discussed and referred to the executive. "The charge is an imposition," said one member, another adding that he had \$30 invested in cases which were not worth 30 cents.

Treatment of Travelers.

"How should a merchant treat a traveler?"

A voice from the rear replied: "White—every time," and this was generally agreed to.

Wages of Clerks.

"Is it not advisable for employers to grant increase of wages to employees voluntarily, rather than waiting for an employee to ask for a raise?"

W. F. McPherson, Prescott, said: "I have never been asked for an increase in pay yet, and there is only one answer. It is only just to the employee to recognize his work if it is good."

Bargain Days.

"What do you think of the weekly Saturday bargain day?"

President Cinnamon—"It is a bad policy except when you want to create a demand or push off some stock."

Collecting Accounts.

"What is the best method of collecting outstanding debts?"

H. Oecomore, Guelph, secretary of the Retail Merchants' Collecting Agency at Guelph, was asked to reply to this and said: "We would not be without the collection system in Guelph, for anything." The speaker explained that the system was referred to in Hardware and Metal last June, and would form an interesting study. A collector was engaged to work on straight salary the first year, the sum of \$800 being raised by the merchants. He is now working on commission. Mr. Oecomore said the list of "bad pays" supplied to members was worth all that each merchant pays into the system apart from the collection features. The farmers were usually good pay, but there were many bad debts in the cities. Only the bad accounts are given to the collector.

J. W. Zavitz, Wallaceburg, stated that the merchants of his town had the bad debt problem and had adopted the Guelph system six months ago, their experiment being a great success. A good collector with power of attorney is on duty, and the expense has proven but a very small percentage of the amount collected. A total of \$10,500 had been collected at an expense of \$350. Mr. Zavitz said his store had three departments and their share of the expense of collecting had been \$25. They had added hardware to their grocery and crockery departments seven years ago and now did a \$25,000 business in hardware alone.

Auto Delivery Wagons.

"Has anyone had any experience with the auto delivery wagon? If so has it been successful the year round?"

Mr. Humphrey, of Toronto, replied that it cost to keep up a horse and

wagon. Besides the inconvenience, about \$20 per month, and he figured that his auto delivery saves him \$115 per year. It is quicker and gives a better service. It can carry heavy loads up to a ton if necessary. His auto investment amounted to \$1,500.

Sewing Machines.

"Would you advise the retail hardware dealer to handle sewing machines?"

W. J. Bell, Beeton, said he handled them and found them a profitable and convenient line. They can be sold at a good margin of profit and take less floor space than stoves and ranges.

LETTER FROM SHARON E. JONES.

In notifying the secretary regarding his inability to keep his engagement, Mr. Jones, of Richmond, Indiana, wrote.

"This coming together of hardwaremen in our States and the Federation of State Associations have wrought wonderful changes in the methods of doing business in the hardware store. Aside from this, there are many other good things that have been done, one of which was the organization of Hardware Co-operative Insurance, the safest, the sanest, the best and the cheapest insurance for the hardware man to-day. The hardwareman who does not insure with the Co-operative Insurance Co. is like the man who would pay the old manufacturer or jobber from whom he has been buying goods at 50 per cent. more than he would the young, enterprising fellow, who has the better line of goods and a better proposition, better treatment, at 33 1-3 to 50 per cent. less cost.

"I have learned long since that a dollar saved is worth just as much as the dollar earned, and it is gotten far easier. Canadian brothers will show their good judgment, and to a man will place insurance with the Hardware In-



J. S. WEICHEL, Elmira.
Whose Songs at the Banquet and Convention Were Much Appreciated.

insurance Companies. I am not posted as to whether you are insuring any with the companies that we have, but whatever the situation is, it is a question that should interest every hardwareman seriously, for it concerns his future welfare in more ways than one.

"I sincerely trust and I know that you will have a good convention. You have a most excellent program planned, and your arrangement for exhibits could not be improved upon. One would imag-



D. A. MACNAB, Orillia.

One of the Curlers at the Convention.

ine that you had been in the business for twenty-five years, if he were to judge from the program and arrangements that you are making for your convention.

"Please convey my best wishes to the convention and especially them whom I have had the pleasure of meeting at the Milwaukee convention."

EXECUTIVE MEETINGS.

A meeting of the 1909 executive was held at the Tecumseh House on Monday evening, and the executive report and convention program considered.

Then after the convention, on Thursday evening, and again on Friday morning, the 1910 executive got together.

Secretary Wrigley made a statement regarding the finances of the association, and on motion the secretary was instructed to secure a bond for \$1,000, and the treasurer for \$2,000, the bonds to be placed in the hands of the president.

The sum of \$25 was voted to Treasurer Caslor in appreciation of his services in looking after the association funds for the past year.

It was decided that two members of the executive attend the Ohio Retail Hardware Convention at Toledo, Feb. 22 to 24 and gather ideas for use in future conventions and exhibitions in Ontario. The president, treasurer and secretary were

appointed delegates with Messrs. Occomore and Blackmore, alternates.

President Cinnamon, Treasurer Caslor and J. W. Peart were appointed a special committee to consider a re-arrangement of the work of the secretary's office.

LETTER FROM BUILDERS' EXCHANGE.

The following letter was received from the Builders' Exchange convention in session at London the same week as the hardware gathering:

"We are directed to convey to your association the following resolution:

Resolved: "That the fourth annual convention of the Canadian National Association of Builders, now assembled in executive session, desires to convey to the Ontario Retail Hardware Association its fraternal and cordial greetings, and to express its appreciation of the kind courtesies extended to its members."

G. A. CRAIN, Ottawa,
President.

I. H. LAIRER, Montreal,
Secretary.

INVITATION TO DELEGATES.

Ingram & Davey, St. Thomas, who have one of the finest retail hardware stores in Canada, sent an invitation to the hardwaremen attending the convention to visit their store while at London. They very kindly offered to place their staff at the service of any who visited the store at St. Thomas.

The executive did not see their way clear to add this to the official program but had an announcement made and a number accepted the invitation, returning with high words of praise regarding the completeness of the store as a modern retail hardware establishment.

The Dennis Wire & Iron Works, D. H. Howden & Co., London Foundry, Columbia Handle Works, and the London Advertiser, also sent invitations to visit their plants and a portion of Thursday afternoon was left open for delegates to accept these invitations.

PETITION TO ATTORNEY-GENERAL.

At the banquet on Thursday night the following petition in connection with the proposed Mutual Insurance Company scheme was circulated, and received the signatures of all the retailers present:

"To Hon. J. J. Foy, Attorney-General:—We, the Ontario hardware retailers, in convention assembled, are unanimously of the opinion that the privilege to organize a specialized Mutual Fire Insurance Company along lines as set forth in our letter to Mr. J. Howard Hunter, should be granted, and ask that special legislation be introduced at the present session to amend the insurance act to permit our obtaining a charter along the lines and with the restrictions enumerated in the said letter."

As announced last week the Mutual Insurance Committee, with some changes,

will be continued, it now consisting of J. W. Peart, St. Mary's; A. Ballantyne, Brantford, and D. Brocklebank, Arthur, with the president and secretary, D. Cinnamon, Lindsay, and Weston Wrigley, Toronto.

Mr. Peart, speaking at the banquet expressed the opinion that this matter of mutual insurance was the most important which the association had to deal with, and that upon the success or failure of their efforts in this connection largely depended the future of the organization.

Following up the petition a letter was sent to Hon. Mr. Foy this week and another request made that an interview be granted the association representatives to discuss the proposed amendments to the Ontario Insurance Act.

Some New Figures.

In connection with the letter from Insurance Inspector Hunter, reproduced in Hardware and Metal last week, still later figures have been received from the Minnesota Retail Hardware Company, showing the condition of that company in an even more favorable position than that reported by the Mutual Insurance Commission. In the report the cash balance of the above company on Jan. 1, 1909, amounted to \$154,480.77. The latest statement, dated Jan. 1, 1910, shows a cash balance of \$216,283.17, the nature of this balance given on the statement showing that all but \$10,556.96 of this cash balance is invested in gilt-edge municipal bonds



H. OCCOMORE, Guelph,
One of New Members of the 1910 Executive Committee.

and town orders bearing interest up to 6 per cent. It will be seen, therefore, that in addition to refunding 50 per cent. to policy holders in 1909 the Minnesota hardwaremen added over \$60,000 to their cash reserve. Any hardwareman

desiring to verify these figures can do so by writing to M. S. Matthews, secretary of the company, Minneapolis, Minn.

NEXT YEAR'S CONVENTION.

Toronto is the logical place for next year's meeting but is satisfactory arrangements cannot be made, Hamilton or Niagara Falls may be considered, an invitation having been received from both of these places.

An offer to supply next year's badge has also been received from the Gillette Safety Razor Co. of Canada and action will be taken regarding this at the next executive meeting to be held on Good Friday.

Immediately after the close of the convention a circular letter was sent to the exhibitors, asking them for suggestions as to how more satisfactory arrangements could be made for the 1911 convention and exhibition and some very interesting replies have been received. One thing is certain, next year's arrangements will require to be made on a far larger scale than this year in order to provide more space for the displays and passageways.

CONVENTION CERTIFICATES.

As about 340 railway certificates were used by the railway agent at the convention every one having a certificate was entitled to a free return ticket. Those, however, who returned home up to Wednesday night paid one cent per mile rate for the return. They should apply for a refund of this amount, sending the receipt received from the ticket agent if they were furnished one.

Some very peculiar actions are reported on the part of the railway agents at London, they refusing to issue free return tickets long after the 300 mark had been passed, on the technicality that some of the certificates were marked with a smaller figure than 300. This matter will be brought to the attention of the Passenger Agents' Association.

The following certificates were uncalled for and remained in the hands of the visiting officer after the convention: C. H. Wilson, Bothwell; T. W. Mitchell, Forest; F. H. Solomon, Ripley; C. L. Bailey, Parkdale, and Mr. & Mrs. A. H. Gingerich, Woodstock. These persons can secure refunds by producing receipts showing that they paid full fare for their homeward trip.

CONVENTION NOTES.

F. A. Hoar, Barrie, is moving his stock into another store and was thus prevented from attending the London convention.

R. J. Bruce, West Toronto, one of last year's auditors, who has been ill in the hospital since New Year's, is recovering and expects to be at his store again in a couple of weeks.

Progress is being made. Before the convention opened the association had

one member in London, a stove merchant. And during the convention one hardwareman had sufficient progressiveness and individuality to become a member.

Ex-President W. G. Scott, Mt. Forest, wrote: "I regret very much that I will not be able to attend the convention. If not with you in person, I am in spirit, I can assure you. Kindly convey to the meeting by deep regret at being unable to attend, and I wish the association every success not only at this meeting but during the ensuing year."

J. R. Myers, Stratford, was the winner of a drawing held by the Northern Aluminum Co. at their exhibit, the prize being an eight-piece set of aluminum ware and the winning number 108.

Miln T. Brocklebank, of John Stark & Co., stock brokers, Toronto, and son of D. Brocklebank, Arthur, was in charge of the distribution of the badges in the city clerk's office. Members who sent in their fees beforehand found it much easier to procure badges than those who delayed forwarding letters or who paid at the convention. All who paid up to Saturday, Feb. 5, had cards made out in advance and initialed by the secretary.

A bunch of "live wires" from the north, including D. Macnab, Orillia; F. W. Otton, Barrie; G. A. Binns, Newmarket; A. G. Bottom, Babaygeon; W. Magladery, New Liskeard and N. E. Eade, Aurora, kept themselves "on ice" during the convention playing a number of games of curling with rinks made up of Londoners. Being on strange ice they, of course, did not win all their games but what was of chief importance to them, they had a good time.

W. T. Earl, who with G. Wayland Smith, was in charge of the Oneida Community exhibit, tells a good one on himself. He was busily extolling the virtues of one of the game traps on exhibit, answering the queries of a visitor, when he discovered that the questioner was not a retailer, but a busy-body who had found his way into the exhibition hall. "Would it catch a coon?" asked the badgeless stranger. "Yes, and it will catch you if you stay here much longer," replied Mr. Earl in cutting short the conversation to talk to another visitor who wore one of the red "member" badges.

Secretary Wrigley would like the addresses of D. N. Lawrence and J. E. McDonell, who attended the London convention and failed to register their postoffice address.

The "law and order" committee of W. J. Bell, Beeton, representing the retailers; A. Bittues, of the Gillette Safety Razor Co., representing the exhibitors, and D. Griffiths, of the B. Greening Wire Co., representing the travelers, was an innovation which can be proved a success and the committee should be re-appointed for the next convention. The over-zealous who require a restraining hand can be given a quiet tip by such a committee for the good of all concerned.

Allan Hills, who has charge of the Edge Tool Works at Galt, did not arrive at London until Friday owing to illness.

W. H. Gerke, of the Martin-Senour Co., Montreal, went on to Winnipeg, after the convention.

C. C. Ballantyne, of the Sherwin-Williams Co., Montreal, made the suggestion that the association is too good a thing to be confined to Ontario and if the hardwaremen in other provinces think as he does it will not be very hard to broaden the scope of the organization.

The travelers who traveled on convention certificates and the hardwaremen from near-by points deserve the thanks of those from far-away points for helping to swell the number over the 300 mark and making it possible to secure the return trip free of cost.

H. Oecomore, Guelph, one of the new executive officers, has shown his ability as a worker in merchants' organizations by his connection as secretary of the Retail Merchants' Association at Guelph and the Collection Agency conducted by that association. In 1888 he entered the sheet metal working trade with Adam Hall, Peterboro, four years later going into the hardware business at Collingwood with his brother. In 1897, he joined



Leaving McClary's Offices for the Foundry Plant.

ed the staff of the Gurney Foundry Co. in Toronto and in 1900 he purchased the stove and housefurnishing business of A. Rumford, at Guelph, doing business since then under the firm name of H. Oecomore & Co. In conversation with Mr. Oecomore he said that whatever he undertook he always endeavored to make good and whatever success he may have met with he attributed to this principle which he has endeavored to live up to, that of always giving value for value received.

The London Free Press, on Wednesday, Feb. 9, published an eight-page "special hardware section" containing the president's address, secretary's report, pictures of officers, history of association, etc. It was an enterprising bit of newspaper work on their part. Another stroke of enterprise was in having newsboys selling the morning paper, containing a report of the banquet at the Tecumseh Hotel at 3 a.m. Friday to catch the late birds and those leaving on the early morning trains.

Clippings for the Hardware Merchant's Scrap Book

Good Ideas Taken from Trade Newspapers in all Parts of the World—Suggestions from Some Other Branches of Trade Which can be Adopted by Retail Hardwaremen—It Will Pay any Merchant to Keep a Properly Indexed Scrap Book.

DO CUT PRICES PAY?

There is a question as to whether "special" sale days and "cut prices for this day only" are a paying proposition to the dealer or not. The object of making "special" prices is to draw custom to the store, not merely to sell the article or articles marked down to cost or less, but to induce the customer to buy other goods whereby the profits can be equalized, and what is lost by selling the cut-price goods will be made up in the profit on others. This in theory sounds well, but in practice does it pan out? Many dealers who lead themselves to believe that the "special" sale is a trade catcher, include the argument that if they do lose a little money by it, the loss is more than off-set by advertising the store. This is a loop-hole out of which they can squirm if they find that the loss on the sale of the "specials" is greater than the profits on the regular goods, but the loss is there just the same, and the fact that the store has had the right kind of advertising is in doubt.

There have been dealers who have made a practice of having special-sale days of standard lines of tools and have advertised these goods at and below cost with a view of stimulating business. The sales on these days did increase, but the bulk of the goods sold went into the stocks of other dealers who keep a string of buyers at the counters taking the "below-cost" articles. These buyers, as a majority in all such cases, took only the advertised goods, and in the end the "cut-price" dealers increased cash on hand as well as loss of money. This may be charged to advertising, but it is advertising that brings no returns. It advertises the "cutters" among their fellow dealers, and it advertises them among the wholesalers and manufacturers, not in a way that is apt to instill confidence and liberal credit. It must be conceded that "special" sales of standard lines of goods are not paying propositions, and that the loss in profit occasioned cannot be off-set by the sale of other lines. Every article sold must show a profit, and every sale at cost and less can never be regained.—Pacific Coast Hardware.

HOLDING TRADE OF CUSTOMERS.

To hold a good customer a man must do three important things to start with: Get the name and address strongly on his mind. Get a line on the things he or she buys, and attend strictly to the putting together of the order. I once

knew a fellow who worked alongside of me who apparently never forgot the name of a person who gave him an order and who invariably used it as capital. To me he was a wonder, and that fellow had them waiting for him all day long. The same faculty makes the hotel clerk extremely valuable. — Grocery World and General Merchant.

SHOULD NOT OVERSTOCK.

A great many retail businesses suffer from carrying too large a stock. A large stock is all right, of course, if the trade demands it; but as a general principle it is poor policy to overstock, even if prices seem particularly attractive. It is an easy matter for a dealer to allow a smooth salesman to overload him, and no matter if the dealer really knows that his trade will not warrant it, he finds it hard to resist the argument of price, when he should know better. The quick turning of stock, even at only a fair net profit, is one of the great desiderata in the retail business. Figure it out. Take, for example, \$10,000 invested in stock, turned over once a year with a net profit of 25 per cent—that means \$2,500. One-fourth that amount, or \$2,500, turned four times a year at a net profit of only 20 per cent., would yield a profit of \$2,000, or four-fifths the amount returned by a capital four times as large, while interest at six per cent on the difference in capital invested would bring the difference in the net returns very close together, the volume of business remaining the same. Then, the tying up of so much capital as is frequently invested in what is virtually dead stock often prevents a man from which would add materially to his profits were he able to use them. Another advantage in favor of the smaller and better selected stock is the smaller space required and consequently smaller rental, less insurance premiums and smaller taxes, and a proportionately smaller risk all around. It requires a thorough knowledge of local business conditions, excellent judgment of goods and of the trade, a determination not to allow the salesman to unload on one a lot of unsalable stock, or too much of stock that would be salable if given time enough; in other words, it requires a man who knows his business thoroughly and who has the backbone to stand by what he knows to be his own best interests. Once establish a business on this basis, however, and we venture the assertion that few sporting goods men would voluntarily go back to the old basis. The

"nimble sixpence" of the old proverb is still worthy of a closer acquaintance than is usually given it.—Sporting Goods Dealer.

ELECTRIC FAN TO PREVENT FROSTED WINDOWS.

Probably the best and simplest method yet found to keep frost from show window has been discovered by a Denver man, a clerk for a shoe concern. He had tried all known remedies, but some flaw of one kind and another was found until he tried using an electric fan. This is what he says:—

"I had become wearied with using glycerine, alcohol and other things, and one day discovered, by accident, that a current of air circulating through the windows would keep the frost down. You see the constant opening and shutting of the door to the street always chilled the warm air in the show window, and as we did not have double windows, frost always hid our goods from the passerby.

"I start the fan when I come down in the morning and inside of an hour the window is as clear as in the summertime. The circulating air keeps the chill air from striking the pane, and in order to always keep the air moving I keep one door to the window partly open all the time, which also aids in preventing all the hot air from being pushed against the cold window. I tried my fan treatment when the mercury was five below zero and its works beautifully.

"Besides there is an advantage to it, for the pedestrian, seeing the fan at this time of the year, wonders what is up and stops to examine the freak idea, seeking the reason for the stunt."—Boot and Shoe Recorder.

GIVING TO CHARITY.

When anybody approaches a merchant for a gift for some charity or charitable institution, let the merchant inform the solicitor that the store business cannot give to such things at all. The members of the firm or the merchant personally may give, but not the store.

The merchant must be approached as an individual and not as the head of a business. He may give as much as he likes, but it is not just that the store business, which receives no advantage from such things, should be expected to donate. It is an institution of a purely business character. This we conceive to be the correct attitude.—Oregon Tradesman.

Ventilation in Heating Systems in Schools

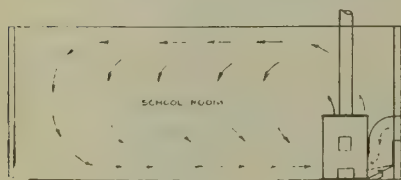
Valuable Pointers Given in an Address by L. L. Hamilton on the Problem of Installing Heating and Ventilating Systems in Schools and Other Buildings.

It is strange indeed that the world generally has been so slow to appreciate the value of fresh air. Surrounded on every side by an inexhaustible reservoir of the one thing necessary to produce the greatest possible mental and bodily vigor, men deliberately shut themselves up in air-tight houses, avoiding with infinite pains every possible opportunity for the introduction of pure, fresh air or the elimination of foul air, until tortured by pain and wasted by disease they turn in despair to ill smelling nostrums of sugar coated pills for the health and strength which might have been theirs for breathings.

Diseases of Foul Air.

Scientists are beginning to recognize the fact that the diseases directly attributable to foul air are a greater menace to this and to all succeeding generations than the yellow peril or the impoverishment of our national resources. A recent editorial in the "Outlook,"

1-DISTRICT SCHOOL—One room without basement using gravity system



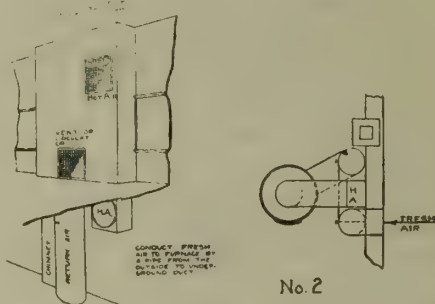
after commenting on the fact that of those who die between the ages of twenty and thirty, one-fourth die of consumption and one-fifth of pneumonia, goes on to say:

"A military campaign in which fifteen regiments were completely annihilated would be accounted a stain on modern civilization, yet last year fifteen regiments of men, women and children, were wiped out in New York state alone by the 'white scourge.'"

If a report was to be circulated that a community of people were starving their school children—only allowing them a small proportion of the food they should have—this country would rise up in arms at the outrage—yet every day in this and nearly every other community we are denying these children the very breath of life. Starvation may take away its thousands, yet while it is doing this foul air will take away its ten, yes, even the hundreds of thousands and leave the maimed, with health impaired, to hand this down to future generations; the people do not understand and 'tis well that we may pray "forgive them for they know not what they do."

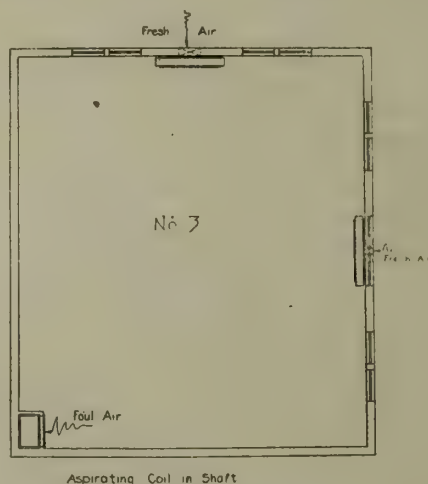
Sanitary Inspectors Needed.

The subject of ventilation is now having the attention of many able engineers, architects, educators, as well as the public at large and many states now have, or are working on, laws for the



betterment of the sanitary conditions of school houses. This, of course, is commendable, but it should not stop at this one phase of the situation, and we should look forward to that time when it is considered a crime to house a gathering of people into a closed building without adequate means of ventilation and I would go still a step further and say a special sanitary inspector should be required in every city, village and hamlet to see that we have proper ventilation in every home and office throughout the land.

To define ventilation—it is the process of removing foul air from a space and replacing it with pure, fresh air. Pure air contains approximately four parts of carbon dioxide to ten thousand parts of air, and six or seven parts of carbon dioxide is considered still of acceptable purity, but anything in excess



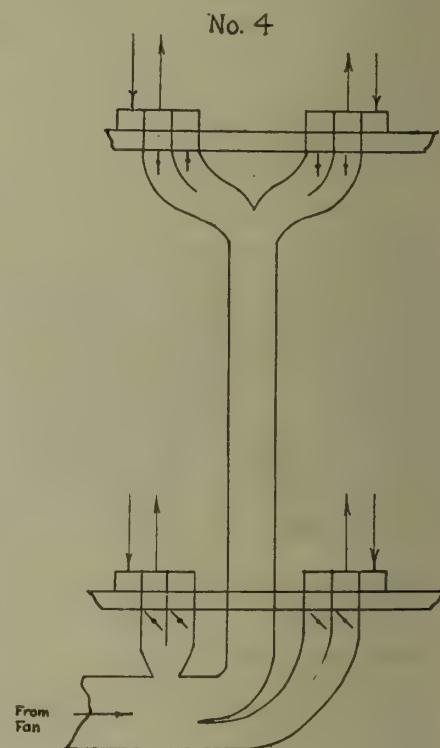
of this proportion should be considered as foul air; yet from test it has been ascertained that a great many public rooms contain from 80 to 100 of carbon dioxide to ten thousand parts of air. Can it be

wondered at that the school children have headaches and adults feel drowsy at church, the opera and the public places; this can and will be remedied.

Ventilation is not only necessary from a hygienic point of view—but it should be considered from an economic point of view also, for it has been shown by test that invigorating effect of pure air increases the efficiency of the office and factory 10 to 15 per cent., think of the millions lost, vitality wasted.

Methods of Ventilation.

It can be readily understood that it is impractical to remove all the foul air at one time and replace it with pure air, so the process of dilution is resorted to—that is enough fresh air is supplied to keep down the percentage of carbon dioxide within the prescribed bounds; this brings up the methods of accomplish-



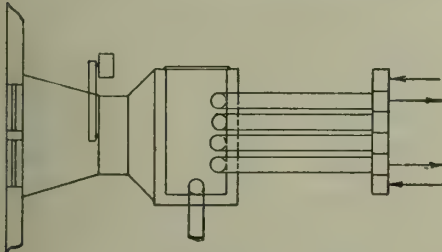
lishing this result. Ventilation and heating have to be considered in conjunction for it is necessary to raise the temperature of zero weather, for instance, before discharging it into the building and it will be my purpose to discuss the methods regularly employed by our company in this field with particular reference to school work, leaving out the technicalities but discussing the subject in its general terms.

The general accepted standard of ventilating engineers is supplying thirty cubic feet of pure air per head per minute and most calculations for mechanical equipments of schools are based on this figure, but with the gravity system with varying conditions it is evident that we can only approach this as near as means and expediency will permit.

The heating and ventilating of school

buildings can be divided into seven general heads.

1. The district school—one room, without basement, using gravity system.
2. Schools—one, two, three and four rooms with basement, using gravity system.
3. Schools—using steam or hot water radiation with indirect or direct-indirect ventilation.
4. Schools—using direct radiation, with trunk line system of fan ventilation.



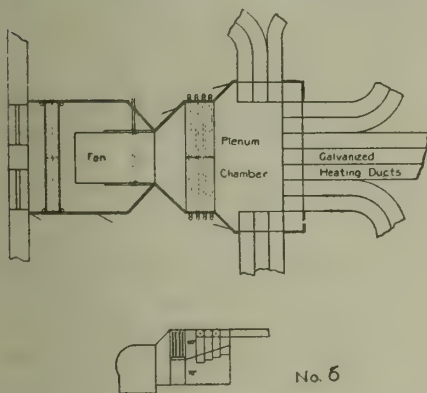
No. 5

5. Schools—using furnace heat, with fan system of distribution.
6. Schools—using steam, with plenum or double duct fan system.
7. Schools—using furnace, with plenum or double duct fan system.

Each of the above systems is adaptable to humidifiers, heat control, and the mechanical systems with air washing devices, each commendable in its respective function and most desirable in connection therewith.

System for District School.

Figure 1. For the district school we use a special room furnace located directly in the school room, which draws its supply of fresh air through a fresh air duct and discharges it at the top of casing through the annular space between the furnace and casing; causing



No. 6

the warm air to circulate within the school room and we have found that the temperature in the extreme corner of the room will not vary two degrees from the space within six or seven feet of the heater itself.

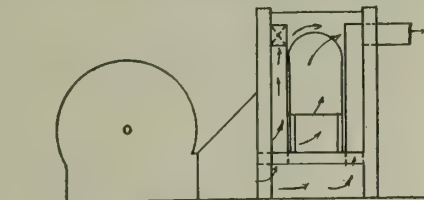
The foul air is removed from the floor line by an opening either at the base of the smoke flue or a special arrangement of the smoke pipe and the ascending smoke products acts as the motive force. This system, while not as elaborate or as scientific as the mechanical systems, when properly installed and

used, greatly improves the conditions in district schools.

Another thing with the system installed, the school room can be heated much quicker than with stoves and also cheaper and can be explained as follows: The circulation caused by the jacketed furnace distributes the heat more readily and in addition to this produces an uniform heat throughout the room, while with the heat from a stove the tendency is to overheat one portion of the room and neglect the other and at all times the temperature of the upper portion of the room is very much overheated if they attempt to keep the floor at all comfortable.

System for Small Schools.

Figure 2. With small schools with basements, the simplest and best system is the furnace when properly installed—that is, due attention should be given to the size of the ducts and to see that the openings are located in a scientific and sanitary manner. Figure 2 shows a model arrangement in this particular and it will be noticed that the unsani-



No. 7

tary floor registers have been dispensed with, and means provided for the introduction of fresh air as well as recirculating the air within the building when not occupied—thereby saving fuel. This same arrangement can be modified, for two rooms, and the four room propositions, would ordinarily be handled with two furnaces.

Direct Radiation System.

Figure 3. Represents a school room with direct radiation—these radiators are supplied with what is known as a "box base" having an outside connection with fresh air, and are known to the trade as direct-indirects, this base is arranged with shutters so that the outside air may be drawn up through the radiators or the air can be recirculated within the room. This system is susceptible of good work but at the present time the "box bases" as manufactured are entirely too small and the free area through the radiation inadequate to get good results.

With the straight indirect system the indirect-radiation is placed in a galvanized iron duct and the outside air is forced to pass over them before entering the room. The foul air is discharged into a duct with the opening at the floor level, and this is usually provided with an aspirating coil placed either immediately over this opening or in the attic. The former method, however, is preferable.

The foregoing methods are all gravity propositions, still they are commendable and should be encouraged.

The Best Ventilation.

Figure 4. Schools having direct-radiation, with a trunk line fan system of ventilation representing a typical installation of the better class of school building in the Northwest, the action is positive in its results and perfect ventilation is secured regardless of atmospheric conditions.

Figure 5. Furnace heat with fan system of distribution, this represents the most maligned system installed in school building from the fact that it is too often put in by incompetent workmen, and the poorly constructed furnaces used have helped to give the system a bad name—yet the principles of this form of heating are correct when installed in a scientific manner and we can predict a great future for it in small buildings, say four to eight rooms; in addition to the other good features it especially adapts itself to the poor janitor service and to the pocket books of a community that cannot afford the higher priced steam systems.

Highest Type of Heaters

Figures 6 and 7 represent the highest type of heaters for school work, the double duct or plenum systems. With these systems not only a positive degree of heat is maintained, but a constant volume of air is supplied at all times. The mixing dampers are usually controlled by heat regulators, allowing the proper proportion of tempered and reheated air to enter the room to maintain the temperature desired; the valves, of course, being actuated from a thermostat placed in each room. With the fan systems there is always a slight pressure within the building and any leaks around the doors and windows are outward preventing draughts, cold floors, and variable temperatures. In extra large installations sometimes we use the combined plenum and exhaust systems, in which case the exhaust fan is always of a smaller capacity than the supply fan.

LIGHTNING AND TIN ROOFS.

A correspondent writing recently in a daily paper, said:

"During sixteen years' experience in the tinkering business I have known no instance of lightning striking a tin roof, and I have yet to meet the man who has heard of it. It may be that during an electrical storm the electricity is conducted by the tin to the leader, down the leader to the ground, and then disappears."

Scientists have come to the conclusion that the best protection from lightning is a web or net of wire work enclosing the building. As this is hardly practicable, it is interesting to know that a tin roof covering the exposed upper surface of the house, connected at numerous points with the ground by downspouts, comes very close to the form of protection recommended by modern science. This may account for the well-known immunity of tin-roofed structures from lightning.

HARDWARE & METAL

Established

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LAST WEEK'S CONVENTION.

The gathering together at London last week of nearly 300 men connected with the retail hardware trade and fully as many more connected with jobbing and manufacturing houses was easily the most important hardware trade gathering yet held in Canada. Fifty-seven manufacturers made exhibits of their goods and many others had their representatives on the ground renewing acquaintances with customers and, in some cases, booking orders for the coming season's business.

While the gathering at London was a success—a remarkable success for an organization brought into existence less than four years ago—this fact should not be taken as a guarantee that the future of the association is assured. The very bigness of the gathering should, on the other hand, cause the gentlemen who have been elected as executive officers for 1910 to give serious thought to the arrangements for future gatherings.

Hardware and Metal has no desire to be over-critical, but it believes that friendly criticism is more helpful than extravagant praise. The thing to do now is to calmly consider the results of the meeting and take note of those points which can be improved upon at future conventions.

In the first place, thought should be given to the exhibition feature. Properly managed, it ought to be beneficial to both exhibitors and retailers. There were lines of goods shown at London, for instance, which dozens of hardware merchants had never seen, although they had been doing business with the exhibitor for years. Then there were new lines which were exhibited for the first time.

Surely there is room for an educative exhibition of this kind. But care must be taken to prevent the exhibition overshadowing the convention. Each has its place and care will have to be taken to have the two features work together smoothly.

It must be acknowledged that the convention meetings, with the exception of the first day, were not so keenly interesting as at the last two conventions. The "Question Box" discussion, particularly, was not up to the mark set in former years. The members were not present to start the meetings promptly, and the convention committees did not organize themselves as well as they might. The resolutions committee's report was a reflex of the report of the executive and instead of drawing up resolutions, left the work for the secretary to do.

Then the banquet was not the success it might have been. From the beginning the speeches were too long, and instead of dealing with such questions as the insurance bill before the Senate, and Lloyd Harris' co-operative store legislation, the talk was about railways and canals, subjects of only remote interest to the hardwaremen in attendance.

These criticisms are made in the hope that more thought will be given to the work of the association, which, if it is to continue to grow, requires the initiative and constructive thought of all who accept the responsibilities of office. To ensure permanence, the association must be anything but a one-man organization.

HONESTY THE BEST POLICY.

Commenting upon the opening day's proceedings at the retail hardware convention at London last week, the London Free Press (Feb. 9) said:

"There is a distinct trend in modern business life toward the higher and nobler things, as distinguished from success that measures its degree in the money that it accumulates.

"The addresses delivered before the Retail Hardwaremen's Association of Ontario in this city yesterday were inspiring. Representatives of great business houses were among the speakers, and what they had to say might with profit have been listened to by men in every walk of life.

"The art of salesmanship was one of the subjects. Now there are still salesmen who deceive. There are salesmen who regularly practice dishonorable methods. Retail houses still find existence which recognize and encourage deception of the purchasing public.

The retail hardwaremen are in a line of business that calls for an unusual amount of knowledge and skill if they would keep afloat in these times of keen competition. Here, if anywhere, also do opportunities for deception occur.

"Did the successful men who addressed the retailers advise that deception was the road to success? Did they suggest methods by which the unsuspecting public might be tricked and the shop till enriched? Not at all.

"There was one practical reason why methods the most honorable and scrupulous were urged. That reason is apparent to every student of the modern successful business man, whether he is in the hardware or whatever line of trade. It lies in the fact that "honesty is the best policy."

"The business houses of to-day that are scoring success are those houses which are honest in letter and in spirit. Any other policy is foredoomed to failure. Sooner or later the public discover the principles that are the operating force behind this business or that. Once the discovery is made they are not slow to patronize the trustworthy and shun the careless and the dishonest.

"But aside altogether from this, there is the outstanding fact that men of business are more and more honest for honor's sake. It is being impressed upon men's minds that there is only one kind of success in life that is quite worth while."

It is not often that our daily or weekly newspapers comment so favorably upon a business organization, and the Free Press editorial can, therefore, be taken as a criterion of how the Ontario Retail Hardware Association is estimated by thoughtful men outside the trade. The association, since its inception, has pursued an honest and independent course and has steadily gained in prestige year by year. Instead of endeavoring to regulate prices it has devoted its attention to the education of its members and the cultivation of a spirit of good-will amongst the hardwaremen of the province. And that it is succeeding is evident both by the satisfactory condition of the association and by the favorable comment of such an influential newspaper as the London Free Press.

SOMETHING TO STRIVE FOR.

The Ontario Retail Hardware and Stove Dealers' Association begins its fifth year with about \$1,200 in its treasury and a splendid membership roll. It also has something to strive for—the organization of a Retail Hardware Mutual Fire Insurance Company. This question overshadows all others which the association has taken up and in its fight the association will have the support of manufacturers and wholesalers.

The difficulty to surmount is the official opposition at the Legislative buildings and the powerful fire underwriters' combine. The Legislature may decline to make the desired amendments this year, but in this case a year long campaign with the members of the Legisla-

ture will only make success all the more certain next year.

The splendid record of the retail hardware fire mutuals in the United States is an object lesson for Canadian hardwaremen of the benefits to be secured from trade organization. What Ontario hardwaremen are asking for to-day in the way of mutual—or co-operative—insurance, merchants in other provinces will be demanding next year or the year after.

Ontario hardware merchants, however, have done well in establishing their association on a firm foundation before taking up the mutual insurance matter aggressively. And it would be a good plan for the hardwaremen in other provinces to follow the example of their Ontario tradesmen by holding similar conventions and organizing an association with the aim in view of forming a mutual fire company later on. The Ontario Association would welcome an organization movement in other provinces and would gladly assist in the formation of sister associations.

GERMAN SURTAX ABOLISHED.

The announcement from Ottawa this week that the surtax of one-third the maximum duty on all imports from Germany had been abolished has been greeted with general favor, except by the papers speaking for the British manufacturers who, it is generally admitted, have neglected a golden opportunity to develop a larger trade with Canada during the years that the surtax was in force. Where the German has been willing to make any class of goods wanted in this market, no matter how different the article may be from the home product, the British manufacturer, taken as a rule, has been more conservative, being content to send a representative to Canada to show their lines and solicit business on goods made for sale on the British rather than the Canadian market.

The abolition of the surtax, which has had the effect of cutting down imports from Germany from fourteen to seven million dollars yearly, does not mean a reduction of ten per cent. by any means. Take an article like skates, for instance, on which the duty is 30 per cent. On German imports 40 p.c. was charged. A skate then, imported at \$1 and on which duty, surtax, freight, jobbers' cost of doing business, profits, etc., is added will cost the retailer say \$1.75. Strike the 10 per cent. surtax off and the reduction would only be a little over 5 per cent. But even this reduction is uncertain as most jobbers have already bought their spring requirements.

And another important point is that imported German goods have been selling on the "quality" rather than the

price argument. This is a lesson to retailers who are too prone to sell articles by quoting a low price rather than by extolling the good qualities of the lines on sale.

The chief lines of German hardware coming into Canada are cutlery, razors, skates, etc., with a fair quantity of small tools such as augers, bits, calipers, pinchers, awls, fence clippers, etc. The taking off of the surtax will enlarge the possibilities of German manufacturers and many new lines, such as enamelware, etc., may be introduced on the Canadian market.

From the standpoint of the retail hardwareman as well as the country at large, the placing of Germany on the same level as other countries ought to be beneficial. Great Britain still has her preference and the additional competition may compel the adoption of more aggressive business tactics on their part.

Discussing the new regulations, one large hardware importer said: "If you look at the question in its broader issues and study the lines affected you will see that Canadian exporters will be much more benefited than the importers will be. Germany is in a position to take much more from us than we are from her. Think of the wheat, fruit, meat, etc., that Germany with her teeming population, can take. It has seemed absurd that for certain differences that this market should have been denied to Canada. Of course with other importers I am pleased that the surtax is taken off, and German goods given a better chance. Still all the same the matter should be looked at in a broader light, and there is no doubt that trade generally will be benefited. The whole arrangement reflects credit on both governments."

THE DOG MUZZLE TRADE.

The issuance of a government order that all dogs in Western Ontario must be muzzled forthwith creates an unusual demand for a special line which retail hardwaremen will have trouble in supplying. Several enterprising manufacturers have taken up the line and are turning the muzzles out as fast as possible, but few retailers will be able to secure a sufficient supply.

While it is evident that the demand for muzzles will continue for a considerable time, orders should be carefully placed in order that stocks will not be left on the dealer's, jobbers' or manufacturers' hands when the rabies scare subsides. The demand, at best, cannot be expected to continue for more than a few weeks.

GATHERING KNOWLEDGE.

The salesman who is entering a store has an opportunity to learn the busi-

ness before he assumes the responsibilities. It is a chance that many a merchant may well envy him. Many merchants had no opportunity to learn, save in the hard and crippling classes of experience.

And yet the case is not hopeless for the merchant himself. He has a chance to learn a great deal every day. In spite of the fact that his time is pretty well absorbed in the details of his work day by day, he can gather knowledge each twenty-four hours, acquire information and become a better merchant all the time.

A good many do not do it, however. They look upon business much as the high school graduate does. The season of study is over, and now the harvest is to be reaped. It may be a good harvest or it may be a pretty poor one, but the time for learning is past.

The graduate may learn that the time of learning never passes away, and so may the merchant. That time is always present. There are merchants to-day who plug along, doing pretty well, who are woefully ignorant of some of the rudiments of store economy. It is not too late for them to acquire these, and shame should never hold them back. It is not a matter of shame to be ignorant, but it is to remain ignorant, and the critical moment will arrive some time when it will be uncovered.

WHY WAS REQUEST DECLINED?

Towards the end of January a letter was sent out to various publications offering free of charge copies in the form of a supplement of the inaugural address of the Hon. Clifford Sifton, chairman of the Commission of Conservation, on the conservation of our natural resources and more especially that of our forests.

But the secretary, upon application to the Post Office Department for free transmission through the mails, was informed that the regulations forbade its distribution. He was therefore compelled to withdraw the offer.

This appears to be a matter deserving of an investigation by the government. The Commission of Conservation has a national object in view, the development of which will be in the interests of the Canadian people as a whole. Its great object is to prevent waste of our resources and as such, one would think, deserves especial consideration.

A government exists primarily for the benefit of the people and the rejection of a request for the free use of the mails for the distribution of such important free literature is entirely out of place.

An investigation as to the cause of the rejection ought certainly to throw considerable light on the matter.

CANADIAN METAL MARKETS.

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Spelter—Cut of 25c.

Toronto.

Turpentine—Declined 3c.

MONTREAL.

February 18.—Trade continues good in a jobbing way, with most of the metal being used by consumers as soon as received. The demand for the finished article has quickened, while the other uses for metals have also improved. This not only makes the jobbing houses busy, but gives the future a healthy appearance. Orders, too, are accumulating for the first boats, and it is evident that in the metal lines as in other industries the spring activity will commence much earlier than is usually the case.

Spelter, marked down 25c, is the only change in prices this week. The primary markets, while fluctuating, have not shown, as yet, a wide enough difference to affect local quotations. Inquiries are improving as the year opens up.

While conditions in the States in pig iron and steel are depressed by the fact that new business has fallen off badly, reports from the Old Country are very bright. Prices are stiffening, and futures are much higher than spot. There is no doubt that with domestic furnaces so booked up, Canadian users will draw largely upon imported ores. Tin in the primary markets has been weak, while copper has not yet shaken off the depression of the Wall Street reverses. Spelter, too, has slumped at St. Louis, but maintains its strength at London.

Pig Iron—Heavy business is expected with the Old Country this year, as Canadian furnaces with their own requirements and the outside business on hand are booked up right through the summer. This will, therefore, mean a strong demand for imported ore, and already many users have placed orders lasting up to October delivery to commence on the opening of the navigation. The United States iron and steel markets are still showing signs of sagging. Bessemer has declined, and also some steel lines. This reaction was perhaps only natural, but so much confidence was reposed upon the belief that January and February business would keep up the gait of the previous months, that when this did not materialize the disappointment was very pronounced. For the present there is unmistakably a downward trend to the markets. This may, however, improve at any moment. We quote Summerlee No. 2, \$21.50; Clarence, \$19 ex-store.

Tin—The jobbing price of 35c still obtains, although with the English market showing weakness the market was not firm at the price. Some good orders were received during the week, and consignments for the first boats are accumulating. While prices in the English market showed a dip during the middle

of the week, New York held more firmly, owing it is reported, to the close control of spot tin. Advices from Singapore state that heavy floods have occurred with the likelihood of some interruption to mining. If this is so, no doubt English bull operators will seize the opportunity.

Copper—Copper is unchanged at 14½c for jobbing lots. Orders show more activity, and business has not been at all unfavorable. Both the London and New York markets have displayed weakness. Although stocks in the States have improved, this has been set off by the depression in Wall Street, and the unfavorable statistics as to European stocks. Consumers are shy, and with production going merrily on prices are slowly sagging. As a result of researches conducted by experts at McGill College, Montreal, it is stated that a new method has been discovered of treating low grade copper under 4 per cent., so that it may be produced at a profit. There are thousands of acres of low grade copper in Canada, not to mention other parts of the world, and therefore, the discovery opens out a prospect that will not look pleasant to present copper producers.

Spelter—Spelter has been cut 25c, and is now selling for jobbing lots at \$6. Business continues good. The English market remains unchanged, but St. Louis is steadily sagging. The control of the market has been lost, and consumers are shy.

Lead—Lead, both imported and domestic, is unchanged. There is an improving trade. The English market shows fluctuation, but does not dip much although the tendency is towards weakness.

Scrap—The market continues quiet with scrap on the light side. We quote: Heavy copper and wire, lb., 11c; heavy red brass, 10c; light brass, 6½c; tea lead, 2½c; heavy lead, 2½c; scrap zinc, 3c; No. 1 wrought iron, \$12; machinery cast scrap, \$15; malleable, \$9; miscellaneous steel, \$7.

TORONTO.

Feb. 18.—Trading in metals is steady. Sales are good for immediate use, though the margins of profit are small. Futures, too, are devoid of interest. Still, the situation in Canada is better than it is across the line, though an improvement is noted at Pittsburgh and Cleveland during the week.

All metal prices hold at last week's figures. Canadian iron ore is in good demand, and holds a higher position than at this time a year ago. The steel returns for last year are in excess of the previous year, though not up to the \$15,600,000 value of 1907.

The stock market flurries in New York have upset the metal situation in

the U.S. and uncertainty is reflected on the local and Ontario metal markets.

Pig Iron—Sales are frequent, but stocks are high and in better shape for handling more orders. English and Scotch irons are going better than at this time last year, and like Canadian iron are firm in price. Production is slightly in excess of the previous year. Quotations are unchanged from last issue. Summerlee ranges from \$23 to \$24; Middlesboro No. 3 and Cleveland, \$22; Glengarnock, \$23.50; Jarrow and No. 1 Clarence, \$21.75; and Canadian foundry iron, \$22. The production of pig iron in the U. S. last year is estimated at 25,750,000 tons, just 30,000 tons short of the record production year of 1907.

Copper—Demand has become good, again, though the stock excitement in New York has not entirely passed. Locally the tone of the market is improved. Quotations remain at 14c and 14½c for casting and lake ingots.

Lead—This metal is unchanged in condition and price. The situation is easier than at the beginning of the year, but somewhat better than a fortnight ago. Quotations are yet at \$3.75 for domestic and \$3.85 for imported lead.

Spelter—An excellent demand exists for spelter. The quotation of \$6 remains, though the metal is firm at that figure. Spelter in Europe developed great strength right through the fall and first month of the present year. Three causes are responsible for this: The formation of the European Spelter Convention, which regulated the output; the dissolution of the Galvanized Sheet Iron Association, which broke prices and created a big export demand, increasing thereby the consumption of spelter; and the lowering of the U.S. tariff, allowing large quantities of Silesian metal to be shipped to that country.

Tin—This metal has become active again, and with this activity the market has become very firm though the quotation of \$35 per hundred pounds remains unchanged.

Old Materials—Except for a slight lowering of heavy brass and stove plate the situation is unchanged. Dealers are paying for heavy copper and wire lb., 11½; light copper bottoms, 10½c; heavy red brass, 10½c; heavy yellow brass, 8½c to 8¾c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 4c; No. 1 wrought iron, \$11; machinery cast scrap, No. 1, \$15.50; stove plate, \$12; malleable, \$8; miscellaneous steel, \$6; old rubbers, 9c.

Fire at the Gurney-Tilden Stove foundry at Hamilton did about \$5,000 damage on Thursday afternoon, and caused the loss of two lives, owing to the suffocating smoke and heavy fumes arising from burning lacquer, a spark having dropped into a vat of this inflammable liquid. All but three of the employees escaped safely and one of the three was brought back to life after being unconscious for some time.

HARDWARE MARKETS

MONTREAL.

February 18.—A very bright tone is noticed in jobbing hardware circles. The east has quickened up in booking for spring, and this with the activity in immediate orders for the northwest is making all departments busy for this time of the year. No spring line seems to be moving in special prominence, all the orders being of a well assorted description. General hardware, too, is moving well, especially house cleaning utensils which are starting to go out earlier than is usually the case.

No price change is announced this week. The advance in bar iron and steel lines last week has not checked the demand and good trade is reported. In fact a decided improvement is noted in heavy hardware, and it looks as if this class of goods would be more on a parity with shelf lines as regards activity than was the case last year. There is a confident feeling all the way round, and the whole trade is united in anticipating an excellent consumptive demand.

Spring Lines.—Bookings for the east have improved, and the real spring movement from this quarter may be said to have commenced. The Northwest and Maritime Provinces continue to take shipment at once. Orders, too, are piling up for the first boats. In common with the spring lines house-cleaning utensils have commenced to move earlier this year than is usually the case. Carpet sweepers, mops, brooms, pails, scrubbing brushes and polishes are all in increasing demand. Enamelware and glass are also showing strength. In the spring lines hose, mowers, sprinklers, gardeners' tools, carpenters' tools, green wire cloth, screen doors and hinges, refrigerators, freezers are moving well. Prices all the way round are firm and unchanged.

Builders' Hardware.—There is a good movement in builders' hardware, especially to the Northwest. Dealers are anxious to get their stock assorted as soon as possible. The market is firm, and we quote: Lock sets (inside), \$4 per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32¢ to 33¢.

Bolts and Nuts.—Bookings have increased for the first boats, while all the way round there is a decided improvement in the bulk going out. It looks as if bolts and nuts would be in very strong demand this year. The market is unchanged, and we quote: Discounts on carriage bolts $\frac{3}{4}$ and smaller, 66 2-3; machine bolts, $\frac{3}{4}$ and less, 6, 10 and 5; coach screws, 72½; stove bolts 80 and 7½.

Miners' Supplies.—Cobalt and the other mining districts are buying in increasing strength, and it is anticipated that miners' supplies will be a strong feature of the hardware jobbing trade this spring and summer. We continue to quote: Miners' picks, 16½¢ a pound; prospectors' hammers, 16½¢; pick handles, \$1.85 a dozen; drilling hammers, 6¢ a pound; crowbars, 3½¢; drill steel, 8¢.

Sporting Goods.—Orders are commencing to come in for guns and ammunition and the strength of the movement after the heavy stocks carried

last year by dealers is a promising sign. Fishing tackle is now going out strongly. A movement is also noted in baseball outfits and lacrosse sticks. Prices generally are unchanged.

Lumbermen's Supplies.—The movement in peaveys and pike poles continue to show up strongly. Other lines are going in a general sorting-up way. The market is firm, and we quote: Cant hooks, \$12 a dozen and up; axes, \$6.50 a dozen and up; axe handles, \$1.15 and up; cross-cut saws (inferior) 25¢ a foot and up; better grades, 43¢ per foot and up; axe wedges, 25¢ a dozen and up; ball calks, \$4; heel calks, \$4.25; Peaveys, \$12 a dozen; pike poles, \$12 a dozen.

Wire.—Wire lines are showing increasing strength. The Northwest is buying barb wire strongly, while well assorted lots are going out to the east. We quote: Barb wire, car lots, mixed, \$2.45; small lots, \$2.50; plain twist, car lots, \$2.75; small, \$2.80. Galvanized wire, No. 1, \$2.25 in straight and mixed car lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30; straight and mixed car lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO.

The hardware trade shows a between-season's quietness this week. The west is buying lively enough, but Ontario generally is trading with a degree of quietness. Spring goods have been pretty well booked, and deliveries have not yet commenced, except to far western points, and these goods are general shelf hardware.

Jobbers state they could look after a great deal more business than is moving at present, and hardware merchants say sales are slow. There is a spirit of conservative buying abroad and a hope for lower prices.

The stock market excitement in New York and the abrogation of the surtax on German goods coming into Canada have proved to be the most talked of matters of the week. The former upset business to some extent across the line, and the latter may bring about a slight lowering in the future on German hardware lines.

The mad dog scares in various sections of western Ontario, and the consequent talk of enforcement all over the province of the by-laws prohibiting the roaming at large of dogs unmuzzled have created a big and unlooked for demand for dog-muzzles of all makes. Jobbers and manufacturers are deluged with orders, and hardwaremen keep up an insistent inquiry for the goods. It will be a couple of weeks at least before all can be satisfied.

Prices generally remain firm. There are no important changes to report. Some steel game traps are at new figures. Hawley & Norton are now 40, 10 and 5, instead of 45 and 5; and Oneida Jump

(Star) are 50, 10 and 5, instead of 60 per cent.

Spring Goods—There is a lull in orders this week. The past six weeks brought good spring booking, and it will be March before they move out in volume. Shovels, spades, axes, etc., are the principal goods on order. At present the movement is for shelf hardware.

Builders' Hardware—Hardwaremen are preparing for a good building season, and judging by the size and number of the permits issued in the cities for work to begin when the frost is out of the ground it looks as if they will not be disappointed. Lock sets, especially, are beginning to be shown in many new and novel designs.

Household Goods—Housecleaning utensils and articles are coming well to the front. Carpet sweepers and cleaners, washing machines, tubs, tinware, kitchen-ware, pails, etc., are the wantable lines.

Sporting Goods—The week has been uneventful. Orders are slow and sales dull.

Heavy Goods—Wire nails are again in evidence and beginning to move in volume close to the figures set last summer and fall. Demand for pipe of all sizes is still good. Bars and rods are steady, and inquiry is increasing for beans and structural steel. Screws are improving in demand.

U. S. METAL MARKET.

New York, Feb. 16.—The Iron Age says: Some published statements from railroad sources in the past week have indicated that the continued hesitation and doubt have had their effect on current business. In the iron trade there is thus far no evidence of cancellation of orders, nor, except as railroad blockades have been responsible for delays, has there been any appreciable holding back of shipments. Not in many years have snows and severe cold interfered so seriously with transportation. This and the slowing of the buying pace that was so rampant four months ago are temporary causes. Leaders in the iron trade, sitting these from more lasting influences that in some quarters are considered to be at work, are less disposed to attach serious import to the latter, believing that with the coming of spring a good buying movement will again set in.

SOIL PIPE TRUST FAILS.

The Central Foundry Co., New York, capitalized at \$14,000,000 and generally known as the soil pipe trust in the United States, went into the hands of a receiver on Saturday last, Feb. 12. The claims of the petitioning creditors amount to about \$1,200, but creditors allege that the liabilities are over \$4,500,000. The company was founded ten years ago by a consolidation of 34 manufacturing plants. At the time these concerns were merged the combine was said to control 95 per cent. of the U.S. trade. Steps will be taken to reorganize the company. It is understood that the amount of new capital desired is \$1,000,000.

Trade News from the Atlantic to the Pacific

Hardware Stock at Ottawa Damaged by Water—Injunction Against Ottawa Firm for Selling Safety Razors Dissolved—Big Demand for Dog Muzzles in Western Ontario—Berlin Manufacturer Opens Branch at Winnipeg.

HALIFAX.

February 14.—Jobbers report that trade is now looking up, and that the prospects for a good business this spring are very bright. Since the opening of the new year business on the whole has been quite satisfactory. There is very little ice in the harbors and bays along the coast, and as a result shipping is moving quite freely. This helps business to a considerable extent. Prices are steady in all lines, metals being very firm and will probably go higher.

Arthur T. Meagher, who resigned a \$1,500 a year position in Western Canada to accept the position of plumbing inspector here at a salary of \$800, has resigned. He is a native of Halifax, and states that when he accepted the position, he was under the impression that his salary would be increased in the course of time. This was not done hence his resignation.

Some of the retail dealers of Halifax are now putting on bargain sales. This is the usual custom with these firms at this season of the year, and it makes business when trade is dull. These sales are quite extensively advertised and in many cases new customers are attracted to the stores by the tempting prices. Prices are cut considerably, but it is principally on small wares. This method of business while not generally approved of has beneficial effects, as some of the patrons of the stores make purchases of other articles on which the discount is not so great. Then again some of these people get the "habit" of patronizing the store and in this respect the bargain sales are considered of a benefit. Another advantage is that the sales bring in a lot of ready cash when it is most needed. J. H.

ST. JOHN.

February 16.—The annual report of the building inspector for the year ending December 31, shows that 136 permits were issued at a cost of \$376,200 for new buildings, additions and remodelling. The increase over 1908 amounts to \$106,050.

The L.C.R. is calling for tenders for the construction of a line of railway between Nelson and Chatham, N.B., eight miles. Tenders are also being called for the construction of a new branch railway between Georges River and Sydney Mines, C.B., a distance of nine miles.

W. B. McKay & Co., Sussex, N.B., are planning the erection of a big new business block there in the spring.

Francis Ritchie, who died recently in his 86th year, was in his early days a prominent figure in the foundry business. He was for some time in charge of the Adam Young foundry and later with

James Harris & Co., being superintendent of the car works until the firm removed to Amherst. W. E. H.

FREDERICTON.

February 15.—Fredericton, the central point in N. B., with two progressive wholesale and retail dealers, is doing a very fair hardware business, which is steadily increasing. When the railway lines now building, and those which are likely to be undertaken soon, are in operation, it will be quite an important distributing point.

R. Chestnut & Sons have a desirable stand opposite the country market. Their premises, while not extensive, are a model for compactness and convenience. The retail portion of their store is especially attractive and is arranged to afford the promptest and most satisfactory attention to customers. This firm reports business good and the prospects for the year to be bright.

Jas. S. Neill's establishment presents quite an imposing appearance. It, also, is situated on the main street. Mr. Neill has two sons associated with him in business, and is doing a fair jobbing trade.

The very unusual weather conditions have interfered considerably with lumbering operations this winter, and the cut will be lessened probably in consequence.

Work on the last four spans of the steel highway bridge is being rushed. A number of local men are employed by both the substructure and superstructure contractors on this work.

H. D. C.

MONTREAL.

February 15.—The annual dinner of the Metal and Hardware Association of the Montreal Board of Trade, was held at the Hunt Club this week, under the presidency of William Starke. Those present included Geo. A. Childs, Geo. J. Crowdy, James Davidson, E. R. Dorken, Jos. Dowling, Graham Drinkwater, H. M. Ewan, W. H. Farrell, A. K. Fisk, Ed. Fitzgerald, F. H. Foster, E. J. Fry, H. J. Fuller, Alex. Gibb, C. H. Godfrey, A. E. Hanna, J. H. Hanson, T. C. Hutchison, Alf. Jeanotte, A. F. Lytle, A. Gordon Macpherson, Jas. T. McCall, Arch. McFarlane, Ross McMaster, Wm. McMaster, Henry Munderloh, T. Esmond Peck, C. B. Rittenhouse, W. Beverley Robinson, Gordon C. Seybold, A. Tilley and Howard Wilson.

W. H. Cottingham, president of the Sherwin-Williams Company, Montreal, speaking on "Modern Business Methods" at the Canadian Club, Montreal, said that the main thing to-day was to

mold business progress along such broad lines as should ensure the advancement of the people with the securing the best results from development of trade and resources. The main elements in a large business were first organization, and second the human factor. Many concerns in the United States were to-day so choked up with red tape and system that their business actually suffered from it. The only idea of system was to get business done quickly and accurately, and as soon as it failed in that it was faulty. A competent staff should be built up, and imbued with pride in its concern and ideals of duty. The same ideas should be spread to their customers, the retailers, so as to convince them that the interests of the big manufacturer and the dealer were the same. The final note of the human element, he pointed out, was the consumer, and it was the business of the firm, as well as the retailer and dealer, to see that the consumer should gain full confidence in all, so that the name of the materials traded in should be a guarantee to him of their goodness, and the only way to do this was to give him full satisfaction all the time. His ten commandments of business were: Win on our merits; to be the best concern in the work; to be broad, liberal and aggressive in policy; to be loyal to and proud of the business; to foster good-fellowship; strive constantly for the improvement of the business; to be considerate and courteous; and to grow in knowledge and character with the business. "Business," he concluded, "would not amount to much without ideals. If we were in business merely for dollars and cents we would not accomplish the largest results."

OTTAWA.

February 15.—Fire which started in Hugh Carson's harness and leather goods shop, Rideau Street, Sunday noon, completely ruined the plant and stock of this firm and occasioned a loss of \$6,000 to T. A. Shore, hardware merchant, next door. The major portion of Mr. Shore's loss was due to flooding, but some of his stock stored on the second floor was burned.

In connection with the injunction secured by the Gillette Safety Razor Co. restraining The A. E. Rea Co. from selling Gillette razors at less than \$5, judgment was given in Toronto yesterday by Chancellor Boyd, by which the injunction is dissolved.

The following is the judgment delivered in the injunction case of Gillette vs. Rea:—"On this evidence proof fails as to the terms by which the companies who first sold to the defendants had acquired or had sold the goods, and similarly there is proof that no stipulation was made on the purchase of the goods by the defendants. Altogether it is not a case, to my mind, in which the injunction should be continued. Such stringent relief should be only given in a case clear in point of law and only doubtful of the facts. Here the facts as a substratum were lacking, and as to the law, it will probably require a

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

AGENCIES WANTED

MANUFACTURERS' AGENT, handling wood alcohol, shellac, glue, etc., selling to Canadian paint, oil and hardware trade in Ontario, is anxious to secure agency for firms in allied lines who wish to be represented in Ontario. F. S. Jarvis & Co., 18 Toronto St., Toronto. (8)

AGENTS WANTED.

*This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if **HARDWARE AND METAL** is given the opportunity to solve it.*

PROBABLY the most talked about machine in Canada is the Halner Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (11)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

ARC LAMPS—For sale cheap, 47 Arc Lamps, Adams & Bagnell make, 110 volts, direct current. In good condition. A bargain for use of direct current. Address: Dominion Wire Mfg. Co., Coristine Building, Montreal, Que. (9)

FOR SALE—Stock of "Sterling" Ready Mixed Paints in good order. A liberal discount for immediate sale. Going out of paint business. Apply to E. S. Coppins, plumber, 371 Dundas Street, Woodstock. (10)

TINNER'S TOOLS, in excellent condition, at low prices either for lot or singly. Also several best gas furnace burners, Economy, Archer and Century at big cut. Telephone City Stoves, Limited, Brantford. (10)

BUSINESS CHANCES

ATTRACTIVE TINSHOP BUSINESS in the heart of the fruit district, Niagara Peninsula, is for sale. Stock, \$400; tinner's tools and machines, \$150; real estate, including ship, comfortable residence, half acre of ground, large barn, stable and nice garden, \$2,500. The mortgage for \$1,700 at 6% can be taken over, requiring net outlay for real estate, \$800. Good furnace and stove business available. An excellent opportunity for practical man who wants a comfortable home and good business. Apply in writing to The McClary Manufacturing Co., Hamilton, Ont. (8)

FOR SALE—Hardware business in growing Saskatchewan town in centre of best farming district in Western Canada. Nice clean stock. Turnover about \$25,000 at good profits. A splendid opportunity to right man. Address Box 1045, Moose Jaw, Sask., Canada. (11)

FOR SALE—Electric light plant, consisting of two 35 k.w. alternating generators, 2400 volts, 133 cycles, with excitors, all Canadian general make, together with switchboard, transformers, arc lamps, &c. Generators belt-driven by two 50 h.p. Leonard Peerless Engines. Capacity of plant 25 arc lamps and 1200 16 c.p. incandescents. Admirable equipment for small town or for isolated manufacturing plant. Address, The Canadian Copper Co., Copper Cliff, Ontario. (9)

FOR SALE—Hardware and stove business. Stock \$6,500. Good going concern in good town. For particulars address Dept. "J," H. S. Howland Sons & Co., Toronto. (9)

PLUMBING and hardware business for sale at a bargain. 702 College Street, Toronto. (9)

STOVES, PLUMBING AND TINSMITHING Business must be sold at once. Easy terms. J. D. Murdock, Welland. (9)

YOUNG MAN, 21 years, with four years' business experience, wants experienced partner to go into the jobbing business. Would invest in and look after office end of business. Box 951, **HARDWARE AND METAL**, Toronto. (8)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE, TINWARE AND FURNITURE business for sale. Stock and fixtures about \$5,500. Doing a good business. Good reasons for selling. Apply Box 953, **HARDWARE AND METAL**, Toronto. (8)

TINSMITHING AND PLUMBING BUSINESS for sale, complete with 8-foot brake and tools. Good business section. City. Box 954, **HARDWARE AND METAL**, Toronto. (10)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Sair Building, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

BUSINESS MEN, Professional men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

COUNTER Check Books—especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (11)

CUT DOWN THE COST OF YOUR FIRE INSURANCE. Our illustrated catalog "O" on fireproof windows, doors, etc., contains full information as to how you can save money on your insurance. You will find it interesting. Write for it to-day. A. B. Ormsby Co., Ltd., Toronto. (11)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use up extra floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalog "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J," which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto.

ERRORS AVOIDED, LABOR SAVED. Using the Shouper or Autograph Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (11)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS: INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. Fresh air introduced under window sash gradually diffused throughout room. Foul air in room expelled through special outlets. Use in store, office and home. Free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (11)

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. To-day you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McKesey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto.

MISCELLANEOUS

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (11)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (11)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

USE THE BEST CARBON PAPER—"Klear Kopy" Carbon gives clear, unsmudged copies of letters and documents. Has been selected by leading government against 43 competitors. "Fearless" typewriter ribbons give clear letters and will not clog type. All dealers. Write for samples. Fearless Carbon and Ribbon Co., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (11)

WE ARE OFFERING A FEW SPECIAL BARGAINS in Remington and Smith Premier Typewriters. These are real bargains. The Monarch Typewriter Co., Ltd., 98 King Street West, Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writepress Company, Ltd., 33 John St., Hamilton, Ont. (11)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (11)

YOU DON'T BUY A National Cash Register—It pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

YOU need the best possible protection from fire! If your valuables are in one of our Safes you can rest at ease; no fire too hot for them to withstand. Vaults and Safes to meet every possible requirement. Write for catalogue "S." Goldie & McCulloch Co., Ltd., Galt, Ont.

BUYS BEST DUPLICATING MACHINE. \$75 ACME prints anything a job printer can. Complete outfit: Acme Machine, stand with type cases, drawer for accessories, 20 lb. typewriter type, chase, Acme ribbon to match typewriter, pair tweezers, quoin, key, set of galleys. Guaranteed. Acme Duplicator Co., Baltimore, Md., U.S.A. (11)

SITUATIONS VACANT

WANTED, good combination Plumber and Tinsmith, steady work and good wages for a hustler. W. C. Srearnan, Vancouver, B.C.

WANTED—Tinsmith, by first March, for good Manitoab town. Tinsmithing and furnace work. Highest wages to right man. Apply The James Stewart Mfg. Co., Limited, Woodstock, Ont. (9)

SITUATIONS WANTED

SMART, energetic traveler, with 6 years' experience calling on Ontario hardware, implement and lumber trades, desires position with reliable firm. Box 955, **HARDWARE AND METAL**, Toronto. (9)

good deal of further litigation before it is clearly settled. The injunction is dissolved."

BRANTFORD.

February 15.—Stocktaking by local merchants is now practically completed, and several of the local hardware dealers are advertising sales of goods left in stock which are desirable to move out before the new stock comes in. Granite and tinware sales are very popular at present.

Dunnville ratepayers carried a by-law on Monday to loan \$30,000 to the Canadian-American Gas and Gasoline Engine Co., which is composed of Brantford capital. They will erect a foundry and machine shop at a cost of \$45,000, employing 50 men the first year, 75 the second and third years, and one hundred afterwards. A by-law to provide \$10,000 to purchase a site and buildings for the Wilhelm Telephone Mfg. Co. was also carried.

W. Beckett, Jr., some years with the Batty Hardware Co., Norwich, as chief tinsmith, has accepted a position at Milverton.

Since the stringent order of the Legislature that all dogs west of Toronto must be muzzled, there has been a big call for wire muzzles and chains in this city, the demand being greater than the supply.

Norwich merchants have petitioned the town council against allowing itinerant pedlars to sell goods in the village.

LONDON.

February 16.—Hardware and gun dealers have had an enormous call for dog muzzles during the last week; as a result of the new provincial regulation requiring all canines in this and other districts to be muzzled or confined. The Dennis Wire & Iron Works sold more than 6,000 muzzles in ten days. Other orders on hand bring the number up to 15,000.

Sutherland Brothers, who have long conducted a tinware and stove business at 141 King street, are going entirely out of the retail business, and will manufacture exclusively in future. The building has been leased, but the firm will not remove for the present.

A. M. Hunt, who was the energetic secretary of the local committee in connection with the hardware convention, has been appointed manager of the cement exhibit to be held in the Princess Rink, March 29 to April 1.

The general committee which had charge of the arrangements for the hardware convention met Monday night of this week, Colonel Gartshore presiding. It was found that the financial end was in good shape, and everything was closed up. Appreciation of Secretary Hunt's services was expressed.

WINNIPEG.

February 15.—The Onward Mfg. Co., Berlin, Ont., who recently took up the

manufacture of vacuum cleaners and who are manufacturing sliding furniture shoes, have opened a branch in Winnipeg, in the Scott Building, where a stock of their products will be kept, so as to make prompt shipments in western Canada. F. R. M.

YELLOW GRASS, SASK.

February 10.—Gunn & Jacques have sold their hardware business here to Smith & McLearn, of Milestone, Sask., who took possession on February 1. Duncan Gunn learned his trade as tinsmith with R. L. Bond, Almonte, and during the past quarter of a century has been connected with various firms in Ontario and Manitoba. Albert Jacques, also came from eastern Ontario, learning the tinsmithing trade at Perth with A. McArthur, afterwards working with Mr. Gunn at Manitou, Man., before going into business with him at Yellow Grass. W. W.

Hardware Trade Gossip

Ontario.

Thos. Shore's hardware business at Ottawa was damaged by fire last week.

O. M. Hodson has sold his hardware business at Toronto to O. F. Morrison.

F. Hunt, of Goderich, has purchased the Worsell's hardware business of that place.

B. Parker and D. Sands, of Glencoe, have purchased the hardware business of W. F. Haney, Strathroy.

C. Cockshutt, former partner in the Cockshutt Plow Co., of Brantford, died last week at his home in Toronto.

H. Faint, of the Ashdown Hardware Co., Winnipeg, was in the east last week visiting friends in Toronto and Peterboro.

A disastrous fire was narrowly averted in the shop of Jas. W. Paton, 20 Temperance Street, Toronto, on Wednesday. While a benzine tank was being fixed a bulb came off, and a flame shot up to the ceiling. Firemen smothered the flames with sacks, as they were afraid to use water or chemicals.

Quebec.

Peter Shannon, of Booth & Shannon, Ottawa, has been stopping in Montreal.

W. R. Johnston, South Stukely, Que., has been stopping in Montreal for trade purposes.

T. H. Newman, of Caverhill, Learmont Co., Montreal, has gone to the Bermudas to stay the remainder of the winter. Mr. Newman made a similar trip last year.

W. Hall, representing Spear & Jackson, Aetna Works, Sheffield, England, is on a business visit to Canada. He made a thorough call upon the Montreal hardware trade.

Elisia Beaudet, for many years a member of the wholesale hardware firm of Chine, Beaudet & Co., Quebec, died on Monday, at the age of 76. He was a director of the Quebec & Lake St. John railway.

Ben. Rogers, jr., of the Rogers Hardware Co., Charlottetown, has recently been elected mayor of Charlottetown, with a majority of 105.

R. B. Coulson, Montreal, who has hitherto represented the Belleville Hardware Co. in Quebec, has now been given the Montreal territory as well.

H. Montpetit, Ste. Anne de Bellevue, paid a business visit to Montreal.

The report of the directors of the Nova Scotia Steel and Coal Company presented at a meeting of the directorate at the Windsor Hotel, Montreal, on Monday showed that the profits for the year amounted to \$907,949, as compared with \$734,701 for 1908. The whole of the business of the company during the year showed a substantial increase, and is in excess of any previous year.

Western Canada.

S. A. Clark has sold his hardware business at Saskatoon to Manville & Hutchinson.

R. D. Chisholm, hardware merchant, Star City, Sask., has sold his business to Clover Bros.

The capital of Peart Bros. Hardware Co., Regina, has been increased from \$100,000 to \$300,000.

Lawrence & Naismith will succeed Naismith & Platt in the hardware business at Morse, Sask.

W. Mellette, tinsmith, Wetaskiwin, Alta., suffered some loss through a recent fire in his premises.

Gunn and Jacques, hardware merchants, at Yellow Grass, Sask., are succeeded by Smith & McLaren.

J. F. Dandy, hardwareman, lumber dealer and furniture merchant, Pierson, Man., has sold his hardware and furniture departments to F. J. Bradley.

Maritime.

E. Elkin, manager of the Maritime Nail Works, at St. John, says the nail works are not included in the Lake Superior Rolling Mills Co.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

"Bristol" Steel Fishing Rods—A colored fishing scene set in a simple border is the attractive cover of the 1910 catalogue just issued by The Horton Mfg. Co., Bristol, Conn. The catalogue deals with the company's "Bristol" steel fishing rods, which are fully described and illustrated therein. The requisites of a good fishing rod are strength, lightness and casting power, stiff enough to cast long distances with precision and pliant enough to make short casts. These qualities are said to be had in the "Bristol" rods, everyone of which carries the company's guarantee. The rods are subjected at times to unusual tests, being bent double and put to unnecessary uses. They are made telescopic and jointed for all kinds of fishing. The company also makes separate parts and the rods are finished with various kinds of trimmings, all of which are treated of in this new catalogue.

Stephens'

PAINT NEWS

Made its first appearance last week. Did you receive your copy? Send us your name and address and we will be pleased to place you on our mailing list. At the same time send us your order for anything in our lines and see how promptly we can get it to you. Our facilities are unequalled in the West for prompt and careful shipments.

G. F. Stephens & Co.
LIMITED

WINNIPEG, - CANADA

Corrugated Iron

We make it—either painted or galvanized in 3, 4, 6, 8, 10 foot lengths. In 27½ inch or 33 inch widths.

Metal Siding and Shingles

Galvanized or painted, all weights.

SEND US YOUR ORDERS

Winnipeg Ceiling & Roofing Co.
SHEET METAL MANUFACTURERS

Fort Rouge - - - - - Winnipeg

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

In the Beginning

that's when

Pease Furnaces

Cost most. The best iron and steel used in proper quantities and assembled by only expert workmen backed by an experience of over thirty-five years is worth money—cost money.

In the End

that's when

Pease Furnaces

cost least, because the life of a Pease furnace is long—it gives satisfaction all the time, and means reduced repair and fuel bills.

You can add to your list of pleased customers with a Pease Agency.

Write for Catalogue

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Never before in the history of Western Canada has the volume of business in wholesale hardware lines been so large as at the present time. Every indication points to a record year in all lines of business, and of all lines the hardware is perhaps the most active and the most prosperous. Hardwaremen, visitors to the city during the Bonspiel, all unite in a report of splendid business conditions throughout the west. Not, only in Winnipeg and the large cities farther west, but in the newer and smaller towns this will be a record building year, and the hardware dealers are preparing to handle their share of the supply trade.

Values are steady and there are no quotable changes of importance to record this week.

Winnipeg Quotations.

Wire—Barbed wire, 100 lbs., \$3.15; plain twist, \$3.40; staples, \$2.90; annealed wire, \$3.00 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Poultry Netting—57½ per cent.

Horseshoes—"M R M" and "Bell" iron. No. 0 to 1, \$4.50; No. 2 and larger, \$4.25; snowshoes, No. 0 to No. 1, \$4.75; No. 2 and larger, \$4.50; steel, No. 0 to 1, \$4.85; No. 2 and larger, \$4.60; feather-weight, \$6.

Horse Nails—"MRM" cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$2.30; 7, \$3.05; 8 \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb boxes.

Wire Nails—\$2.80 Winnipeg and \$2.35 Fort William.

Cut Nails—\$3 per keg base; pressed spikes, \$3.50 base, usual extras.

Screws—Flat head, iron, 80, 10, 1 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Bolts—Carriage ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Rivets and Burrs—Iron rivets 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 31c; 10, 34c per lb.

Harvest Tools—50 and 5 p.c.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Blocks—Steel, 45; wood, 60 per cent.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Stove Pipes — 6-inch, \$8.69; 7-inch, \$9.31.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced 30; japanned ware 35.

Iron Washers.—Full box, 45 p.c.; smaller lots, 40 p.c.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Logging Chains—5-16, \$5.60; ¾, \$5.50; 7-16, \$4.80.

Enamelware.—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Grindstones.—Per 100 lbs., \$1.65.

Wringers.—Royal Canadian, \$35.00; new easy, \$39.00.

Crowbars.—4½c. per lb.

Steel Square.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—21c per lb.

Lanterns.—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Rope.—Sisal, 9½, pure manila, 11; British manila, 9½; lath yarn, 9½c.

Corrugated iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Bar Iron.—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Pig Lead.—\$5. Lead pipe, \$6.

Sheet Zinc.—Casks, \$7.75; broken lots, \$8.50.

Copper.—Planished copper, 33½c per lb.; tinned, 24c.

Iron Pipe—Black pipe, ¼ in., \$2.45; ⅜ in., \$2.85; ½ in., \$3.50; ¾ in., \$4.25; 1 in., \$6.10; 1¼ in., \$8.30; 1½ in., \$10; 2 in., \$13.30; 2½ in., \$21.75; 3 in., \$23.60; 4 in., \$40.75; 5 in., \$50; 6 in., \$65. Galvanized: ¼ in., \$3.50; ⅜ in., \$3.85; ½ in., \$4.25; ¾ in., \$5.50; 1 in., \$7.90; 1¼ in., \$10; 1½ in., \$13.20; 2 in., \$17.60; 2½ in., \$29.

Fittings. — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Galvanized Iron—Appolo, 16 gauge, \$3.65; 18, \$3.70; 20, 3.75; 22 and 24, \$3.85; 26, \$4.05; 28, \$4.45; 30-gauge or 10½-oz., \$4.65; Queen's Head, 20, \$3.85, 24, \$4.05; 26, \$4.45; 28, \$4.65.

Tin Plates—I.C. charcoal, 20 x 28 full box, \$9; ¼ box, \$4.75; IX. full box, \$11, ¼ box, \$5.75; IXX., full box, \$13.50; ¼ box, \$7.

Terne Plates—I.C. plates, \$8.50.

Canada Plates.—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40, full polish, 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline, 24c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; National Light, 25c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c; Acme Lamp, 30c; White Lily, 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils.—White Lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3.00; 100 pound drums, \$2.75; turpentine, bbl. lots, 90c per gal.; linseed oil, raw 90c; boiled, 3c per gal. advance on this price.

Ammunition.—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof, do., \$8; honker, in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins (50 lbs. bulk), per tin, \$26.50.

DISSTON COMPANY EXPANDING.

Henry Disston & Sons, Philadelphia, Pa., have recently opened branch houses in Seattle, Portland, and Vancouver, to better facilitate the filling of orders and take care of the constantly increasing trade. These branches will devote their attention exclusively to the mill goods business, such as inserted and solid tooth circular saws, bandsaws, crosscut saws, cylinder saws, mill saws, stove saws, saw tools, machine knives, files, steel, etc.

The Disston factory at Toronto, established only two or three years ago, having become too small a new site was secured on Frazer Avenue and the Grand Trunk Railway, Toronto, upon which two new buildings have been erected; one of two stories, 250 x 60 ft., the other being one story, 170 x 55 ft., into which they recently removed. These buildings have been equipped with the latest improved machinery for the manufacturing of mill goods such as circular saws, band, gang and crosscut saws. In the new plant the machinery will be motor driven in groups, the buildings heated with an improved hot air apparatus, driven by a fan and so arranged that the rooms can be kept cool in summer as well as heated in winter.

RECOVERING FROM ILLNESS.

John M. Taylor, president of the Taylor-Forbes Co., Guelph, is recovering from a severe attack of pneumonia and his large circle of friends will be glad to hear that he is on the mend.

Ask US to quote you for

PAINTS (READY MIXED) (AND IN PASTE) DRY COLOURS

DISTEMPERS, VARNISHES, Etc

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience; and know that we can compete

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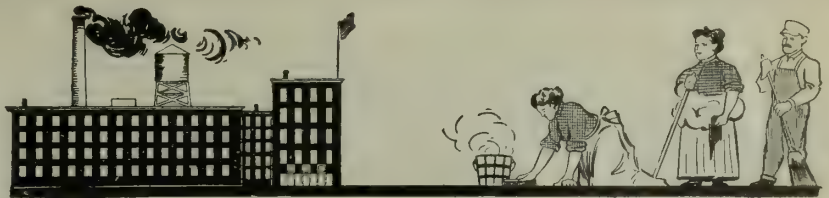
To save time, please send samples to match and fullest particulars.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs. All machine shops and railway shops should have it. Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description

A. B. JARDINE & COMPANY
Hespeler, Ontario



Factories

spend one-half hour a day "cleaning house."

THAT'S unusual, but that is what The Sherwin-Williams Co. do. The last half hour of the day is devoted to cleaning up floors, machinery, tools, etc. This is not necessary to make paints and varnishes, but is one of the things that help to make Sherwin-Williams Paints and Varnishes of the highest quality. A gentleman, well known among the paint and varnish trade, said after his first visit to one of our plants, "What has impressed me most is the order and cleanliness of the factory. There is a degree of cleanliness in your work room that would be noticeable even in a bakery." Cleanliness is but one of the many requirements we consider indispensable to the results we seek.

The high quality and prestige of Sherwin-Williams Products, plus the high character and efficiency of Sherwin-Williams Advertising, Sales and Business Methods, make the Sherwin-Williams Agency one of the most attractive Agency Propositions any merchant can secure.

Write us today for our Proposition.



THE SHERWIN-WILLIAMS Co.

MAKERS OF PAINTS AND VARNISHES

CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B.C.



"The Western Stove Makers"
W. J. COPP SON & Co
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



Our Facilities for Making Show Cases, Store Fronts, Special Cases, Fixtures, etc.

enable us to turn out this class of work promptly at moderate prices. Attractive and durable designs to offer you—they will help sell your goods.

Write us your wants and we will be pleased to quote.

The Winnipeg Paint and Glass Co., Limited

EDMONTON

WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

Lever Bros. will erect a factory at Toronto to cost \$27,000.

The Massey-Harris Co. will build a warehouse at Melville, Sask.

The present premises of the Steel Wire Works at Guelph are too small for their increasing business, so they will extend.

The first building which the International Harvester Co. will erect this spring will be an addition to the wood-working department.

General manager Nichols, of the Canadian General Electric Co., states that between \$250,000 and \$750,000 will be spent on new buildings and equipment at Toronto or Peterboro.

The Canadian Asbestos Manufacturing Co., a large American concern, is building a factory at Lachine for the purpose of manufacturing fireproof asbestos materials.

The Amalgamated Asbestos Corporation is completing work on a new crushing, drying and screening plant in connection with the mill situated on its Beaver property at Thetford, Que.

Municipal Undertakings.

Work on the waterworks and sewage systems at North Battleford will be completed this year.

The Board of Control at Hamilton awarded to the London Brass Co. the contract for the brass work for water mains at \$3,000.

For the repair of the Third avenue sewer at Vancouver \$2,100 was set apart; and \$1,000 will be expended in continuing the sewer on York street.

Public Buildings.

The G.T.R. will erect a new station at Guelph.

The W.C.T.U. will erect a new building at Toronto, to cost \$30,000.

A new hospital will be erected at Montreal at a probable cost of \$25,000.

A new St. Andrews's Presbyterian church, will be erected at Sydney, N.S. The contract was awarded to Rhodes, Curry & Co. at \$42,000.

The Archdiocese of Toronto will erect a \$250,000 seminary at that place. Eugene O'Keefe made a donation of \$50,000 toward the building.

General Building.

J. W. Spencer, Victoria, will build a dwelling to cost \$10,000.

F. A. Smart, of Winnipeg, will erect a residence to cost \$10,000.

A branch office of the Bank of Toronto will be erected in Petrolia.

The Yorkshire Insurance Co. will erect a ten-storey building in Montreal.

The Calgary Brewing Co. are erecting a cold storage warehouse at Melville.

Heisterman & Co., of Victoria, will remodel their premises at that place.

Dr. Blow, of Calgary, will build a warehouse at that place at a cost of \$45,000.

The G. T. P. and the C. P. R. will both erect two new buildings at Montreal.

The Crown hotel at Ottawa was sold for \$140,000. A new hotel will be erected on the premises.

A building of concrete, steel and brick, will be erected by R. P. Clark, Victoria, estimated cost, \$8,000.

The Y.M.C.A., of Toronto, will erect four new buildings in that city, at an estimated cost of \$600,000.

Plans for an apartment block in Winnipeg are being prepared for R. R. Pattinson and W. W. Fraser.

P. Welsh, the Spokane railroad contractor, will erect a large building opposite the C.P.R. depot at Vancouver.

The following building permits have been granted recently at Montreal: H. Fortier, house, \$4,500; J. F. Charpentier, house, \$8,000; E. Paradis, residence, \$5,500.

Building permits have been issued recently at Vancouver as follows: J. Douglas, five houses, \$10,000; J. R. Reid, \$2,500; H. R. Walsh, two houses, \$3,800; Catholic church, \$2,000.

The following are the recent building permits granted at Toronto: Wm. Green six pairs semi-detached dwellings, \$18,000; R. C. Bustard six attached stores and dwellings, \$15,000; R. W. Tuthill, three dwellings, \$13,000.

Building permits have been recently issued at Victoria to R. P. Clark, for a block of offices and stores to cost \$8,000; to McPherson & Fullerton Bros., for a house to cost, \$2,500; to Lim Bang for additions to the Majestic Theatre, to cost \$2,200, and to W. H. Burton, for a \$3,000 house.

Railway Construction.

The different railways entering Toronto intend erecting a large terminal station at that place.

General Manager Bury, of the Canadian Pacific western lines states that \$30,000,000 will be spent in the construction of lines in the Canadian north-west.

The C. P. R. intend double-tracking their road between Winnipeg and Portage la Prairie, a distance of 56 miles, this year. This will eventually be extended to Moose Jaw, a distance of 400 miles.

Wm. O'Brien and a syndicate of eastern promoters will, this summer, construct a line of railway which will open up the coal fields of the Yellow Head Pass Coal and Coke Co., west of Edmonton.

New Companies.

The Diamond Rubber Co., Toronto; capital, \$10,000; to deal in and manufacture rubber goods, etc. Incorporators, T. Weigle, H. Ellsworth, Akron, O., and N. E. Oliver, Buffalo, N.Y.

The Holland Varnish Co., Montreal; capital, \$100,000; to manufacture paints and varnishes. Incorporators, C. G. Greenshields, E. R. Parkins and J. M. Montle, Montreal.

Tire and Rubber Goods, Ltd., Hamilton, capital, \$40,000; to manufacture and sell rubber articles and by-products. Incorporators, P. D. Saylor, K. R. Spencer and W. E. Burke, Hamilton.

The Wrought Iron Range Co., Toronto; capital, \$100,000; to manufacture and deal in all kinds of wrought iron stoves and ranges. Incorporators, J. C. Holtby, A. W. Caldwell and Thos. Reid, Toronto.

La-Lo Mfg. Co., Montreal; capital, \$100,000; to manufacture and deal in "La-lo Spray," a disinfectant compound for laying dust, etc. Incorporators, F. O. Stetson, Newton, Mass.; W. Stetson and L. T. Mayo, Boston, and H. F. Blake, Montreal.

HARDWARE PATENTS.

The following is a list of Canadian patents issued on February 1st, relating to hardware and metal, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa:

123518. Robt. Trotter, Orillia, locks, National Hardware Co.

123525. G. A. Parent, Paris France, et al. Processes of manufacturing rolled hinges in which the knuckle is rolled with its leaf.

123556. M. Daigeault, Montreal, crude oil stoves or furnaces.

123602. F. Wilhelm Mews, Moscow, Russia, locks.

123616. W. M. Potter, Freedom, Pa., wrenches and pipe wrenches.

123638. V. A. Weaver, Three Hills, Alta., oil cans.

1910 METAL STATISTICS.

Under the above title The American Metal Market Co., New York, have published a little book which is a mine of information regarding metals, their prices, production, etc., during the past decade. The present edition embraces a number of new features and the old ones have been more or less improved. The iron and steel section has been enlarged, and improvement is noted in the tables devoted to iron ore, pig iron and iron and steel products generally. The other metals are dealt with very fully, but in a concise form. The book of statistics is worthy a prominent place in the hardwareman's and metal man's office.

Anvils and Vises Machinery Steel Wire Rope

IN STOCK

A. C. LESLIE & CO.,
LIMITED
MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL

IVER JOHNSON TRUSS BRIDGE BICYCLE

TRUST THE TRUSS

The Iver Johnson
is proof against the strain of racing
or coasting on the jars of rough roads, because of the
Truss Bridge which holds the frame absolutely rigid, preventing
sagging and spreading, "give" and "play." Thus the Iver Johnson is
wonderfully easy running and far stronger and longer-lived than other bicycles.

Write for Catalog and Dealer's Proposition
This is worth looking into if you want to make
money on a good proposition. Dealers agree that
Iver Johnson is the best seller on the market.

IVER JOHNSON'S ARMS & CYCLE WORKS
Manufacturers of Iver Johnson Revolvers ("Ham-
mer the Hammer") and Single
Barrel Shotguns. Factory and
General Sales Office, 330 Riv-
er Street, Fitchburg, Mass.
New York, 39 Chambers St.,
Pacific Coast Distributors,
Fisher & Hamilton, San
Francisco, Cal. South-
ern Selling Agents,
H. Keidel & Co.,
Baltimore, Md.

330



Reliable Iron

cannot fail to influence trade
to your store!

How about YOUR stocks?

Are you selling

**LONDON
IRON?**

It is
Flawless
and
Uniform
Throughout

Sales Agents:

Ontario, Baines & Peckover, Toronto
Manitoba, Bissett & Loucks, Winnipeg

**LONDON
ROLLING
MILL CO., LTD.**
LONDON, CAN.



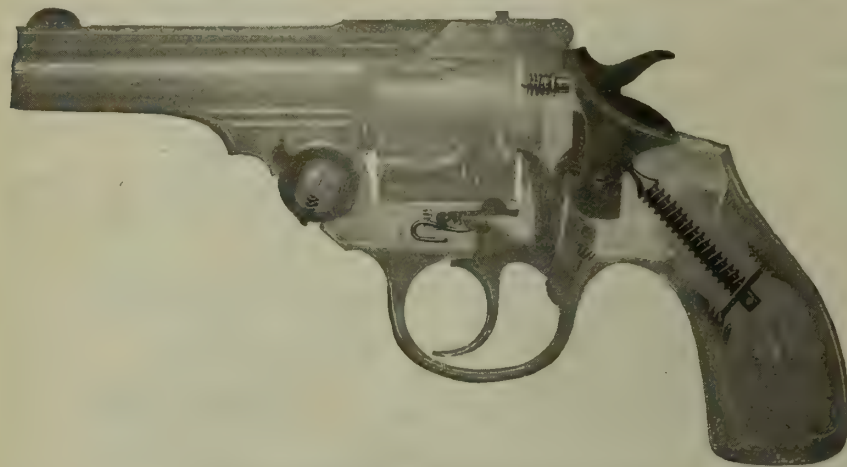
NOVELTIES AND NEW GOODS

NEW SAFETY AUTOMATIC REVOLVER.

A new model of their safety automatic revolver is being announced by the Iver Johnson's Arms & Cycle Works, of Fitchburg, Mass., in an extensive advertising campaign in the popular magazines, the interesting features of the new firearm being as follows:—Employment of wire springs throughout; new positive cylinder stop; two cylinder catches; main spring adjusting bar; vanadium steel safety lifter; deeper frame; new wood grip; 22 caliber hammerless, and 32 caliber special six-shot.

The makers claim that the elimination of flat springs is the greatest single advance in revolver construction since they invented their safety device. The main spring is a long coil of piano wire, which can be adjusted to any tension desired. The main spring plunger engages with the hammer by a ball and socket joint, which does away with friction at this point.

The new wood "Western" grip, which the Iver Johnson people are putting out as a feature of their new line is made from one piece of Circassian walnut. Its splendid lines have been commended by many crack marksmen to whom it has been submitted. When this grip is fitted



NEW SAFETY HAMMER REVOLVER.

New Model Iver Johnson 38-caliber, Showing Firing Mechanism, Coil and Adjustable Main Spring Bar, With Ball and Socket Joint.

to their new 32 caliber six-shot, an extra heavy weapon, the result is an almost perfect revolver for target shooting or rough, out-door work.

A handsome catalogue describes in careful detail all features of this new revolver, and dealers who desire to keep up-to-date on fire arms, are urged to send for a copy.

CANADIAN ASBESTOS RANKS HIGH.

The Canadian Trade Commissioner for Leeds and Hull, England, in a recent report to the Dominion government says that Canadian asbestos is gaining favor with British manufacturers. He states:

"Judging by orders for asbestos which have been placed with Canadian mines during the past year by local spinners and manufacturers, it would appear that this mineral is gaining in favor over the similar product received from Italy and South Africa. It is said by those who have used it extensively that the peculiar characteristic of Canadian asbestos lies in its fibre, which is shorter and less bright than that found in other producing countries. This is sometimes looked upon as rather a disadvantage, but whatever drawback there may be in this respect is amply compensated for by the fact that Canadian asbestos is usually of a stronger and more durable nature, thereby increasing its value for manufacturing purposes.

"Asbestos arriving from Canada is packed chiefly in bags and the prices for same depend entirely upon the grade. These often vary from as low as \$14.60 up to \$58.40 per ton, and even a higher figure is sometimes obtained in the case of special superior grades.

"Asbestos is now being applied to what would appear to be a never-ending list of uses in industry and otherwise. As the innumerable objects it can serve have by no means been exhausted, it is to be expected that there will be a corresponding outlet for this product of the

Canadian mines in accordance with the additional uses which will be found for it in the future."

BUSINESS LEGAL DECISION.

A legal action of much interest to business men as showing the importance of registering new companies and partnerships was the case of Croysdill vs. The Crescent Turkish Bath Co., Montreal, heard before the Superior Court of Quebec, sitting at Montreal. The plaintiff acting as well in his own name as in the name of His Majesty the King sues the defendant company and claims from them the penalty of \$400 provided for in Article 4750 of the Revised Statutes of Quebec. The charge against the defend-

ants is that they have failed to register their name and business as they were bound to do under the law. In dismissing the case the judge said that the company failed soon after being incorporated, but that had the defendants been sued or action entered after the 60 days allowed to register and before the time of failure the decision might have been different. The company was incorporated in November, 1906, and failed in January, 1907. The present action was not taken until October, 1908.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Incubators—The B. C. Hardware Co., Victoria, wish to know the address of the makers of the Prairie State incubators.

These goods are made by the Prairie State Incubator Co., Homer City, Pa.—Editor.

Columbia Dry Batteries—The estate of M. S. Sutton, Andover, N.B., ask the name of the manufacturers of Columbia dry batteries.

These batteries are made by the National Carbon Co., Cleveland, Ohio, and are sold through the Canadian hardware jobbing trade.

Acetylene Gas Meters—W. H. Turnbull, Scotland, Ont., wants to know where he can obtain acetylene gas meters.

These meters may be obtained through the plumbing supply houses. The Standard Meter Co., Toronto, are makers.—Editor.

Dog Muzzles—A subscriber in Ottawa writes asking the names of manufacturers of dog muzzles.

The B. Greening Wire Co., E. T. Wright & Co., The Canada Wire Goods Co., all of Hamilton, and the Dennis Wire & Iron Works Co., London, are makers of dog muzzles. They are handled by the hardware jobbing trade.—Editor.

Vacuum Cleaners and Trap Nests—The Ross Hardware Co., Moose Jaw, ask the name of Canadian manufacturers of vacuum cleaners, also of trap nests for chickens.

The Onward Mfg. Co., Berlin, and the Manson-Campbell Co., Chatham, are makers of vacuum cleaners; and the Canada Wire Goods Mfg. Co., Hamilton, are manufacturers of trap nests for chickens.—Editor.

Lawn Mower Sharpeners.—J. C. Wanless, Chatham, writes: Can you furnish me with the address of some manufacturer of lawn mower sharpeners for either hand or power.

R. Woon, Oshawa.—Editor.

The Retail Paint Trade

MAKING A FRIEND.

Put yourself in your customer's place. Treat him as you would like to be treated. That is the way to make a lasting friend of him, and lasting friends are what every paint dealer wants. With each tin of paint sold there is a chance afforded of making an impression. In what way! By taking a friendly interest in the customer's reason for wanting paint. If practical painters occasionally make mistakes in the using of paints, it can be easily seen that amateurs must often make them. Save your customers from this by finding out, courteously, of course, if the right paint is being bought, and more important still, if the user knows the correct way to apply it.

Presuming the purchaser knows all the pointers that are necessary, the interest of the dealer is appreciated just the same. Most people when they have a painting job on are extremely enthusiastic, which is just as they should be, and want to talk about it. And the best man to talk to is the paint dealer. What a chance to make an impression on a customer. "A decent fellow, that paint man. He was quite interested in the way I mean to decorate my house." This means a lot to the store.

And if the paint dealer's interest in a paint sale is worth much, in the case of a customer who knows exactly what paint he wants, and how to apply it, how much more valuable is it in the case, and the more frequent one, of the customer who is not quite certain that he is asking for the color that will be most useful and look the best, and who is also extremely ignorant as to the primary rules of good brush work. Say this customer buys the wrong color, because the paint dealer is not wise enough to let his interest stray from the mere handing over of the tin and the receiving of the cash. It is not the merchant's fault the mistake was made. But he gets a reflection of the dissatisfaction that the buyer feels, when it is apparent, after all, that the proper color had not been bought. The customer is annoyed with the whole transaction, and human nature-like always associates the store with this. A little friendly interest by the dealer would have saved all the trouble.

Then again. The customer, entirely ignorant of the first rules regarding the applying of paint, puts the stuff on an old surface, and with little regard to thickness of coat. The paint naturally shows up badly. The customer does not blame himself. Oh, no. The paint must be of poor quality, and the dealer must have been perfectly aware of this. Of course, if the customer came back to the store with the complaint, the dealer would have a chance of putting things

"the finish"
"that endures"

Floorglaze

Costs you nothing to see what our new Floorglaze proposition is. A postal does it.

Sells every day in the year, because the new additions to the regular M.L. Floorglaze Enamel Colors—the M.L. Floorglaze Lacs and Transparent—fit this line to get every dollar's worth of paint business in your neighbourhood—both for indoor use or out. The M.L. Floorglaze Lacs (10 of them—they wear like iron) match perfectly the grain and coloring of all the fine hardwoods used in furniture, floors, panellings and all building uses—while the M.L. Enamel colors (glass hard—brilliant—enduring) take care of every solid color requirement possible. A great money-making, kick-preventing line—you ought to know about it.

Samples, color cards and live proposition for live-wire dealers from our nearest agency: Toronto, 6 Morse Street; Winnipeg, 108 Princess Street; Vancouver, 550 Beatty Street.

The Imperial Varnish & Color Co., Ltd.
TORONTO, ONT.

WHITE LEAD

Tiger



Brand

The practical painter has confidence in this lead as a result of over thirty years' satisfactory experience.

Made from absolutely dry White Lead and ground in pure refined linseed oil.

MADE FROM
DRY
LEAD

"Tiger Brand"

MADE FROM
DRY
LEAD

THE MONTREAL ROLLING MILLS CO

right. But he very often does not come back, and the mischief is done.

All this would be prevented if the merchant found out at first the customer's ignorance, and proceeded to set him right. Not only would this save the

chance of a complaint, but the customer would feel grateful that he had been stopped from making a botch of the job, and thus always feel well disposed towards the merchant for his interest. In other words the latter makes a friend.

PAINT AND OIL MARKETS

MONTREAL.

February 18.—There has been an improvement in local buying, although the volume done does not compare favorably, comparatively speaking, with the business from the other parts of the country. Some good orders have been received for the first boats, and with the markets so firm heavy buying of a speculative character may show up at any moment.

The markets are unchanged this week. Buyers of linseed oil are keeping a close watch on the market, but display some caution in ordering due probably to the recent cut. Turpentine is firm at the advanced figure. Ground white lead looks in very good shape. Colors are firm, and seem billed for an advance.

Turpentine.—Turpentine maintains the advance of last week. The usual spring reports are heard of slow shipment from producing points owing to interruptions by storms and floods. The demand is normal, and the market is firm and unchanged at 82c for single barrels.

Linseed Oil.—This week's call has been somewhat on the quiet side. The recent cut seems to have made buyers cautious, and the market may be said to be of a waiting character. Although prices may fluctuate a few points backwards there seems little probability of any set reaction. But for the fact that retail buying is somewhat slack dealers would be ordering in heavier lots. We continue to quote last week's figures, 82c for raw and 85c for boiled ex-Montreal.

Ground White Lead.—This line is showing improvement, but it is not expected that shipments will show up strongly until weather conditions moderate, and the spring consuming demand is nearer. The market is firm and unchanged, and we quote:—\$5.50 to \$6, according to brand, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal. These prices are for large lots. Small requirements would mean 25c per 100 pounds extra.

Red Lead.—Orders are showing improvement, and prices are firm. Stocks are light, and the market seems to be in good shape. No changes are announced, and we quote: Genuine red lead in casks, \$4.75; in 100-lb. kegs, \$5.25; less quantities at \$6.25 per 100-lbs.; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities, \$5.75.

Colors.—A very firm tone is noted in colors, both in the dry and in ground in oil. Coach and japans colors are also showing improvement. The good volume of orders being shipped at this time of the year shows that painters and decorators are beginning to lay in stocks so as to be ready for the spring call. It looks extremely probable that ground colors are billed for an advance of about 2c per pound.

Enamels.—A good demand is showing for enamels, not only from the hard-

ware but the decorating trade. The uses of enamel are rapidly extending in the way of bath, floor, and marine work, and general household purposes.

White Zinc.—The market is firm and unchanged without any special feature. The demand keeps uniformly good. We quote: Dry V.M. red seal, 7½c; red seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

TORONTO.

February 18.—The city trade in ready mixed paints since the beginning of February has been good, as also has been booking for March and later delivery to outside points. On the whole the paint situation is satisfactory.

Turpentine prices have been the sensation of the week. The difference in the price of this commodity in Toronto and Montreal, ranging from 5 to 7 cents a gallon during the past two months, has had the effect of creating the impression that cutting was going on. This has brought about a lowering of the price here. All quotations now are more nearly equal.

The abrogation of the surtax on German goods will not affect the paint trade seriously. Brushes and glues are two lines coming from that country, but prices to hardwareman, painter and consumer will be about the same as before, the lowering, if any, will amount to a few cents only. It is held that when the surtax was added to the duty some years ago the German manufacturer and the importer bore the greater part of the burden so that the market would not be upset by any radical price changes; and now things will but right themselves.

Turpentine.—In regard to turpentine, the market has been steady at Savannah. The advance that was expected has not taken place. There seems to be a little fight on between those who held some stock in tanks and those who might be buyers, the result of which cannot be known for a few days, but in case of any demand springing up an advance is likely at the shipping points. The dullness in actual trade locally and the low quotations at Montreal has induced jobbers to reduce the price. Single barrels are now 84c, a decline of 3c since last week. Two houses quote 83c.

Linseed Oil.—There is no change in the price locally, either by the crushers or by the jobbers. Travelers report fair indication for the spring trade but deliveries have not yet been started as most of the orders are for delivery after

The White Lead That Has No Equal

Is BRANDAM'S B.B. GENUINE WHITE LEAD PAINT which we have been making for twenty years, and which we alone have the right to manufacture in Canada.

The corroding is done by the secret Brandram process, by which for more than a century this White Lead has been made in London, England.

Brandram's B.B. Genuine White Lead

is remarkable for its body, its whiteness, its fineness, its great covering capacity and its durability.

In spite of the superior quality of our White Leads, our prices are the most favorable, because we are not only paint grinders but White Lead corrodors.

Write us a postal for prices and full information.

BRANDRAM-HENDERSON LIMITED

Montreal
St. John

Halifax
Toronto
Toronto

The Paint that's Safe to Sell

Not a Pound of Paint leaves our factory without the O. K. of an expert paint maker; that's protection for the Dealer



The dealer who proposes to stay in business can't afford to take chances on the quality of the goods he sells. **Quality** and **Satisfaction** are the two big stones he must have in his foundation if he intends to build for permanency. He can't dodge the responsibility or compromise with fate. No need to take chances when **certainty**, another important stone which must be a part of the foundation as well, can be added so easily — just build your business on

The Martin-Senour Paints

100 Per Cent Pure

and you need have no fear of the future — your business structure will be absolutely safe and sound. Your customers will add to its stability by recommending your goods to their friends. But if the **Quality** of the paints you are handling is the **least bit doubtful**, better change your line quick before it's too late. Write today for terms on a line that is safe and a satisfaction to sell. Make more money — it's easy with our line.

THE MARTIN-SENOUR CO., Limited
Montreal Pioneers Pure Paint Chicago

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd
HALIFAX, N. S.

"An Ounce of Caution is Worth a Pound of Cure"

And the cautious hardwareman will handle

MOORE'S HOUSE COLORS

and so avoid all complaints from his customers. They never fail to please, because they are pure Linseed Oil Paints, of moderate price, and are durable, reliable, uniform and brilliant

"Moore's" House Colors will get and retain for you the cream of the painting trade.

Get Our Color Card and Prices

BENJAMIN MOORE & CO., LIMITED

WEST TORONTO

New York

Chicago

Cleveland

March 1. This makes it look that in the course of the next ten days or two weeks there will be a great rush of shipments. London reports for January show greater receipts and more shipments under way than the same month a year ago, but estimates of the Argentine exportable crop are away below the figures for the past four years. Linseed oil is at 82c for raw and 85c for boiled oil in single barrels.

White Lead—Booking for country districts has been satisfactory, and city trade is fair. Prices remain unchanged. Rumors of an association in white lead are heard, and if this is effected it will certainly mean an increase in price. However, there are so many in the business that it will be some little time before headway can be made in this regard. Quotations continue to range from \$5.75 to \$6.40.

Red Lead—Fair trading is passing at unchanged prices. Genuine is \$4.50 in casks and \$5 in kegs; No. 1 is \$4 in casks and \$4.50 in kegs.

Glass and Putty—Both these lines are unchanged in condition and price. Brushes, enamels, varnishes, glues, etc., are inquired for, but actual business is light.

Petroleum—Prices remain stationery, with steady trade passing. The world's production of petroleum last year is set down at some 37,000,000 tons.

THE SALE OF PAINTS.

To the hardware merchant who does not handle any thing in the way of paint and varnish products and says "they're not in my line," I want to say that he is wrong, writes Frank Cornell in the Iron Age-Hardware. Having spent several years of my early business career behind the counter of a retail hardware store, where no paints were handled, I am satisfied from later experience that it was a mistake and that much business and good profits were sacrificed. Generally speaking, there is no branch of retail trade so well equipped for handling a general line of paint and varnish goods as the hardware store.

The ordinary, every-day, individual consumer of paints prefers and finds it to his or her convenience to obtain these goods at the hardware store. They find it necessary to make purchases at the hardware dealer's almost every day, while it is very seldom that they are obliged to visit the exclusive paint store.

A large part of a regular hardware stock consists of things for fixing up about the home, and it is the most natural thing in the world for a man or a woman to buy a package of stain, enamel, gilding or a brush at the same time that he or she is getting some nails, a hammer, screw eyes, molding hooks, a gas mantle or a pair of shelf-brackets.

The merchant who talks about "going into the paint business" doesn't realize that to get the most desirable, the

most profitable, the cleanest and most easily handled part of the paint and varnish trade—the kind that best fits into his business—requires only a few feet of shelf or counter room, an investment of perhaps a few hundred dollars and no additional expense whatever.

In fact, an amount not exceeding \$50 would enable an average dealer to make a wonderfully good start in this direction, and a healthy, growing, profitable, business can be built up from such a beginning.

As far as possible carry a full assortment of one manufacturer's goods, even though your stock be small, and give them a prominent position in your store. If it can be arranged the goods should be stacked up or grouped in an orderly and attractive way upon a counter or table rather than on high shelves out of the range of the customer's reach or vision.

In selecting a line, especially where the initial stock is limited in quantity, it is of great importance to decide upon one that in addition to good quality, which is most essential, is packed or dressed in a bright, attractive, distinctive manner. Such a line will add to the appearance of your store and promote sales of the goods more so than would be the case with a dowdy, poorly dressed line.

The up-to-date manufacturers who feature these "little things," besides making their packages handsome and attractive, give much attention to advertising and display matter in the shape of signs, showcards, sample panels and other novelties.

These should be used to the best advantage and placed attractively with the display of the goods. Booklets or other printed matter should be placed within reach of customers who are likely to be interested and distributed to the best advantage without being wasted.

Window displays consisting of the goods and the manufacturer's advertising matter should be made frequently, but it is best not to keep one display standing too long, as it becomes stale. In this connection it is well to remember that this class of goods, being consumed mostly in the home and for interior work, can be used at any season of the year. For that reason window displays should be more frequently made than merely once in the spring and in the fall, which is the custom with many retailers.

The demand for this class of goods is gradually becoming all the year round, and the dealer who realizes this will succeed in building up a steady, profitable business through 12 months of the year. A thrifty man or woman with some foresight is just as likely to enamel the inside of a refrigerator in February as in May or June; or, John will often spend one of his summer Saturday afternoons fixing up the cellar furnace, the gas range or the kitchen boiler.



FOR
MARINE PAINTS
AND
CABIN ENAMELS
SEE CATALOGUE PAGE

25



What Are You Showing ?



WITH the springtime coming rapidly upon us it behooves all to know what they will show in the Paint line.

A can with a label won't do, and a card with colors won't do.

There will be the biggest paint trade this spring Canada has ever seen. Have you an agency for

RAMSAY'S PAINTS

If not, why not? Have you ever listened to what our salesmen can tell you about the line? If not, why not?

Our salesmen are well known in the paint line. They will tell you just what to look for with Ramsay's Paints. They will show you courteously where the money can be made and how Ramsay's Paints always bring success. Will you?

Meantime ask for our catalogue and plan.

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842

GLASS IMPORTERS

Are You
Looking
for

**NEW
ERA
PAINT**

An
Honest
Paint ?

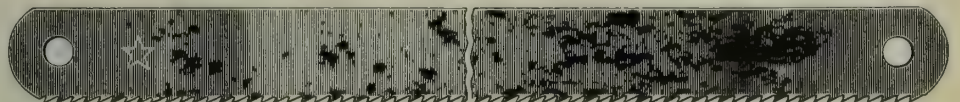
gives the user every satisfaction, and is a pleasure to handle. It covers more surface, lasts longer, and holds its color better than any other prepared paint. The margin of profit, moreover, is specially good. Write for our prices.

Standard Paint & Varnish Works Company, Limited
Windsor, Ontario

We Have Cut the Price in Two!

Is there **NOW** any other article so cheap as

STAR HACK SAWS



at this new list of prices, viz.:

\$3.50	3.75	4.00	4.50	5.00	5.50	6.00	per gross ??
6	7	8	9	10	11	12	Inch

At this new list we will furnish the *best* Blades that have ever been made. *Now* is the time to buy.

MILLERS FALLS COMPANY, 28 WARREN STREET,
NEW YORK, N.Y.



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



40 YEARS' Varnish-Making Experience

has enabled us to produce a Varnish which, instead of cracking and turning white as common varnishes do, remains elastic and waterproof on the floor.

The secret of this wonderful floor finish is the special treatment and ageing of the oil.

See to your stocks of "Elastica" and be prepared to meet the demand which our insistent consumer advertising has created.

"Elastica" Floor Varnish is made only by the

International Varnish Co., Limited

Makers of Fine Varnishes

Branch of Standard Varnish Works

TORONTO

New York

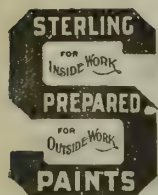
Chicago

London

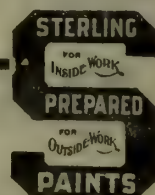
Berlin

Brussels

Melbourne



STERLING PAINT

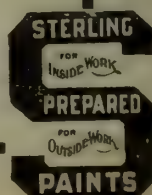
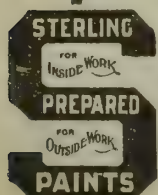


The only paint that is
Guaranteed for Five Years

Mr. Retailer, consider the face of that statement when YOU are selling paint. Let us tell you more about our proposition. It means greater profit for YOU—a postal does the trick. Write to-day. (The to-morrow habit is full of regrets.) Write now.

Canadian Oil Companies, Limited (Paint Dept.) Toronto, Ont.

Distributing Depots at St. John, Montreal, Ottawa, Hamilton, London, Winnipeg



THE DOUGALL VARNISH CO.

LIMITED
SUCCESSORS TO
McCASKILL DOUGALL & CO.



HIGH GRADE VARNISHES

ALSO
CANADIAN MAKERS OF THE
MURPHY VARNISH COMPANY'S
VARNISHES

MONTREAL

CANADA

Note the 8 Large Links
For
Adjustment

Each Tie Adaptable
For Bull, Cow
or Calf

THE STANDARD CANADIAN COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE
ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS,
ONTARIO.

When the BEST costs no more,
Can YOU afford to give your Customers
an inferior Cow Tie?

Compare the "NIAGARA" Cow
tie with others. It is 10 to
20% stronger, it has EIGHT
ADJUSTMENT LINKS —
others have four — making
it unnecessary for the dealer
to carry so many sizes.

EVERY
LINK

formed on the
principle of the

SQUARE KNOT
making the

STRONGEST
CHAIN
EVER
PRODUCED

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.



A Boon to Every Housewife!

ALCOHOL GAS STOVES

Economical, Convenient, Safe and Clean

You can use one of our chafing dishes with this stove. The
combustion is perfect, while the stove creates its own gas. Any
alcohol can be used. Its capacity is three pints. This is a ready-
selling line. Write to-day for illustrated catalogue.

The **Buffalo Mfg. Co., Buffalo, N.Y.**

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto St., Toronto

WILL IT PAY?

This is the first ques-
tion that is asked by
any merchant when
considering the pur-
chase of modern store
fixtures. The funda-
mental question is one
of

Economy

A device is econo-
mical if

- ! It adds cleanliness,
- ! It is a convenience,
- ! It makes labor lighter,
- ! It makes labor more efficient.
- It reduces the labor item,

- It saves time,
- It adds safety,
- It adds neatness,
- It helps the appearance

It Saves Money

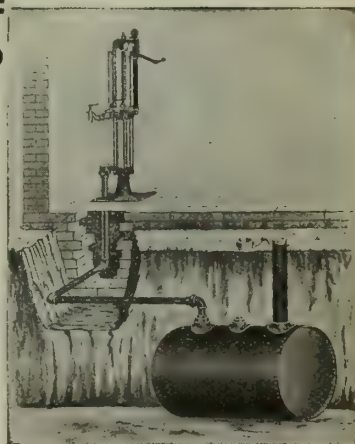
Considered from these standpoints the

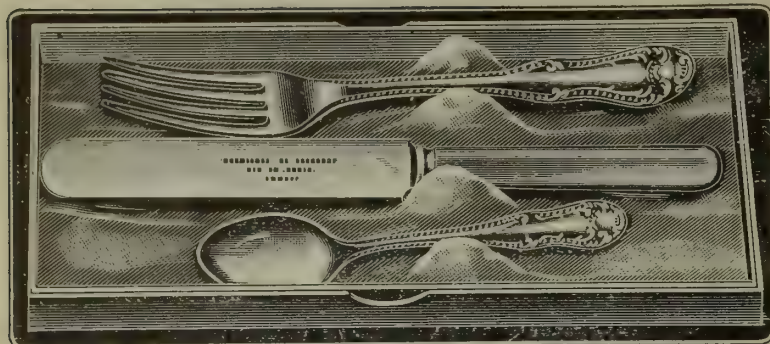
BOWSER Self-Measuring
Oil Storage System is the
Greatest Economy.

The question is not "Can I afford it?" because it will pay for
itself with money that was before wasted. It's simply up to
you to investigate. The merchant who tries to see how
much he can really get by adopting modern methods is the one
who pulls the largest trade.

Write for Bulletin 15

S. F. Bowser & Co., Limited
TORONTO, ONTARIO





A Line to Stock

for which there is a demand at every season of the year is the

3-PIECE CHILD'S CUTLERY SET illustrated. Each article is heavily plated with pure silver and very artistically finished.

Send for Complete Catalogue.

McGLASHAN, CLARKE COMPANY, Limited,

NIAGARA FALLS, ONT.

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que.

N. F. GUNDY, 61 Albert St., Toronto, Ont.

DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



BABBITT METAL

The "KING" Babbitt is known all over the Dominion.

It is a High Grade General Purpose Metal, suitable for Heavy Pressure and Medium Speed, or Medium Pressure and High Speed.

It has strength and tenacity, and will not crack or beat out under pressure.

The steady increase in sales of "KING" Babbitt is an excellent testimony in its favor.

This is a Copperized Metal.

The James Robertson Company, Limited

Montreal

Toronto

St. John

Winnipeg

THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

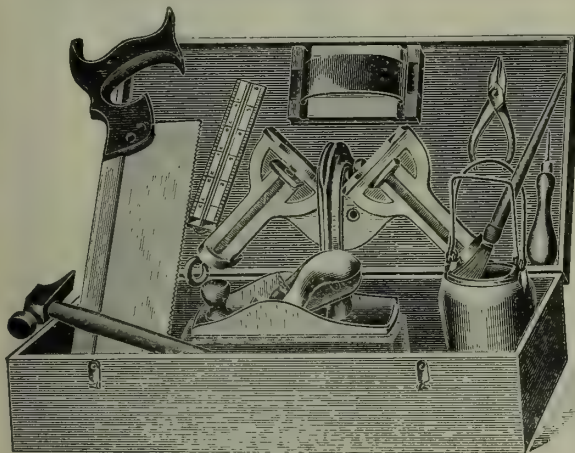
COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

Hobbies
TRADE MARK.

THE NAME
That Sells the Goods

YOUR CUSTOMERS REQUIRE PICTURE-
FRAMING OUTFITS AND TOOLS.



WE CAN GIVE YOU MAGNIFICENT VALUE IN THIS LINE
AND ALL AMATEURS' REQUIREMENTS.

Send at once for Catalogue and Trade Terms

HOBBIES, LIMITED

DEREHAM, - - - NORFOLK, ENG.

Three Sales Bringing Money-making Trade Pullers!

If your sales last year satisfied you - brought you in handsome profits and put your business on a firm financial standing, then you don't need our help. But did they?

Star Screw Anchors

Sell because they are in demand by plumbers, electricians, telephone switch board builders and men in the mechanical line throughout the Dominion. Can be stored in small place. Lead anchors fit all stock screws.

Sebco Ready Fasteners

are designed especially for removable fastenings in walls of building material, such as pictures, cooking utensils, motors, switches, hangers, etc.

Consists of a malleable iron wedge, sharpened at one end with a hole sunk and threaded at the other, and a blunt end screw.

Star Expansion Bolts

are recognized throughout Canada and the United States as the one line of hardware specialties that sells to-day as it sold yesterday. Back of every STAR EXPANSION BOLT is our cast iron guarantee of satisfaction. Back of each one is our advertising campaign in 55 Canadian papers alone, and 75 in the States.

Will you write for samples and catalogue 36?

Star Expansion Bolt Co.

Catalogue Department 36 147-149 Cedar Street
NEW YORK, N.Y.



Our 1910 Catalogue is ready for distribution. It lists our complete line of Clothes Wringers, Churns, Washing Machines, Clothes Dryers, Egg Crates, etc., and is worthy of a place in your office. If you have not received one write to-day.

Cummer-Dowswell, Ltd., Hamilton, Ont.

Succeeding

The Dowswell Manufacturing Co.

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Eastern Agents.

"RUBEROID" ROOFING

(TRADE MARK REGISTERED)

Pronounce it RUE-BER-ROID

has borne the
TEST OF TIME

It is
THE PIONEER

and its
ARMY OF IMITATORS

strive vainly to make the
RUBEROID GUM

which forms the base of Ruberoid.



Beware Imitations

Time is the
TEST THAT TELLS
in any
PREPARED ROOFING

Our imitators market
SO-CALLED "RUBBER"

roofings. Do not be deceived.
Ruberoid contains

NO RUBBER

It contains no tar. It is not an
Asphalt Roofing.

It pays to handle the genuine RUBEROID, not only because it sells readily against all competitors and imitators, but also because every RUBEROID roofed building that goes up is the best kind of an advertisement for the RUBEROID dealer.

The Standard Paint Co. of Canada, Limited Manufacturers **286 ST. JAMES STREET Montreal**

Results Count

The P. Hymmen Co., Berlin, inserted condensed ad. in our issue of January 9, 1910, offering Wood Furnace and Cornice Brake for sale. On January 12, 1910, they wrote us they had sold the wood furnace directly through advertisement.

**If Your Proposition Interests
Hardware Men, Try a Want
Ad. in Hardware and Metal**

RATES:

- 2c. per word first insertion.
- 1c. per word subsequent insertion.
- 5c. additional each insertion when box number is required.

Hardware Store Business Methods.

Price \$1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

- Rules and Regulations for the Hardware Store.
- The Hardware Buyer.
- Good Methods in Stock Taking.
- Prices and Catalogues.
- Collecting Accounts.
- The Merchant and His Employees.
- Changing Business Conditions and How to Meet Them.
- Profit Figuring System.
- Starting in Business.

SEND \$1.00 TO-DAY, and the book will be mailed by return.

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Company

10 Front St. E., Toronto, Canada



Points Worth Noting
"BANNER" and "CLIMAX" LANTERNS



Are made of heavy Welsh tin plates, can

Not blow out, have perfect combustion.

Note large oil well. All "Banner" Lanterns

Equipped with patent, positive,

Reliable, automatic safety lock.

Handled by all jobbers

Ontario Lantern & Lamp Co., Limited
Hamilton **Ontario**



MAXWELL'S LATEST

is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever, this lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly-block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

DAVID MAXWELL & SONS - ST. MARYS, ONT.

AWARD OF THE ELLIOT CRESSON GOLD MEDAL given by the Franklin Institute for Superiority Over All Other Files Tested



TO THE DREADNOUGHT PATENT MILLING FILE

For the most meritorious invention of the age: On cast iron 29 commercial files were tested and the best removed 20.6 inches. A Dreadnought removed 143.75 inches. Four were tested. High carbon Steel, the best commercial file, removed 6.4 cubic inches. The Dreadnought removed 25.8 cubic inches.

DOES THIS MEAN ANYTHING TO YOU: The Dreadnought files are made with backs and handles also with tang in fine cut for Mill and Saw Work. Horse-shoeing tools in plain and tanged. If the goods are wrong you get your money back.

Manufactured by

The J. H. Hanson Tilley Co., Ltd., 422-424 St. Paul St., MONTREAL, P.Q.

AGENTS: Vancouver, B.C.—Flock & Thompson. Winnipeg, Man.—Bissett & Loucks, Limited. Hamilton, Ont.—Frank Radigan. St. John, N.B.—The Jas. Robertson & Co. Halifax, N.S.—Austin Bros. St. John's, Newfd—Angel Engineering & Supply Co., Limited

BLACK JACK

QUICK, CLEAN, HANDY.

TRY IT.



SOLD BY ALL
JOBBERs

¾-lb. tins—3 doz. in case.

CORN AND BEAN PLANTERS



King of the Field is the best hand corn planter made. We also make step ladders, curtain stretchers, ironing boards, etc. Ask for catalogue and prices.

Otterville Manufacturing Co., Limited, - Otterville, Ont.

Lion
Brand



Purity

Strength

BABBITS FOR ALL MACHINERY PURPOSES



LION METAL STANDS UP UNDER HIGH SPEED AND PRESSURE

A Babbitt That Gives Satisfaction and Secures Repeat Orders. Write for Price and Discount
THE LION METAL CO., ST. PAUL, MONTREAL

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

MANUFACTURERS OF

★ STAR BRAND ★



Iron and Steel
BLOCKS for
Wire or Manila
Rope.
Heavy Wood
BLOCKS for all
kinds of work:
special



Star Chain
HOISTS.
Sewer PUMPS.
On sale by all
leading dealers.
Send for
Catalogue H.M



Blocks

Chain Hoists

DIAPHRAGM PUMPS

Boston and Lockport Block Co.

116 Condor Street, East Boston, Mass.

Ford's Auger Bit



is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

The Black Hawk Floor Scraper

The Simplest, Cheapest
and Best on the market.
Weight, 75 lbs.



Also attachments
for Floor Rubbing,
Wax Polishing, Tile
Rubbing, at small
extra cost. Put on
in an instant.

Retails at
\$20.00
Enamelled Dark Blue
and Gold.



JOSEPH RODGERS & SONS,

SHEFFIELD, ENG.

LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT

MARK IS ON EACH BLADE

REGISTERED TRADE MARK



GRANTED 1882

Sole Agents for Canada

James Hutton & Company
Montreal



See the Diamond

Diamond Brand Fittings

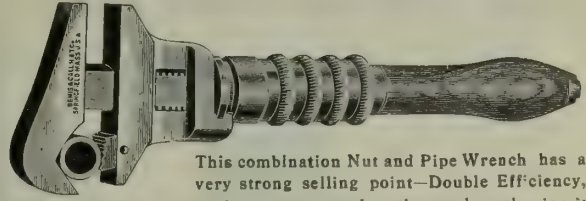
are unrivalled for fit, threading and finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS
FITTINGS CO., Ltd.

OSHAWA - CANADA

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic; it saves him time and trouble. You can sell a lot of these wrenches—Make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

Jessop's Steel

To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.

CANADIAN OFFICE: 80 Bay Street, Toronto, Ont

144 William Street, Montreal, Que.

Worth Pushing

An absolute necessity to every farmer and gardener is our Compressed Air

Automatic Hand Spray

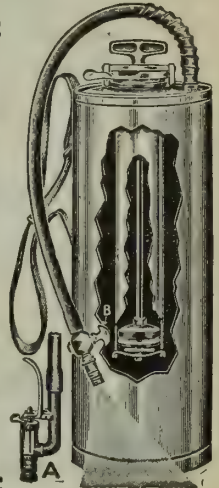
Show every farmer visiting your store how useful this Spray is for destroying grubs on hoe crops and fruit trees, kalsomining cellars, out-houses, etc. You can demonstrate that the Cavers Automatic Sprayer will save its cost in the potato crop alone. Runs Automatically 6 to 10 minutes—a boy can operate it.

Full particulars free upon request.

CAVERS BROS.

Manufacturers,

GALT, ONT.



Neptune Unrivalled Patent Steel Fencing Wire

will not sag, needs no re-straining after being erected, will not SNAP in weather changes, is better galvanized than any other wire, and it makes a more satisfactory fence in every way.

It stands an easy first for

ECONOMY, STRENGTH and ELASTICITY

The 12½g. and 14g. will save you over 60 per cent as against Nos. 8 and 10 gauges ordinary wire.

Manufacturers: Felten & Guillaume, Lahmeyerwerke-Actien-Gesellschaft
Carlswerk, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal.

When in the market for

Glues, Gelatines, Size, Etc.

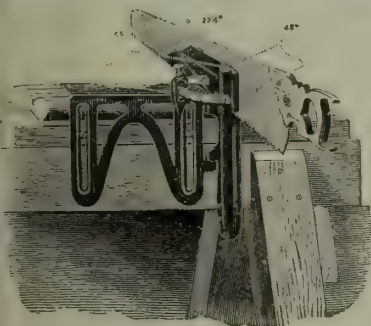
you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

MITER BOX—IMPROVED "SEAVEY"



Can be used on scaffold or ladder as well as on bench. Lightest, Latest, Simplest and Most Accurate.

No special Saw required. Can be folded and carried in tool chest.

Will cut any width of Miter. Makes perfect Joint. Weighs only two pounds.

If your jobber cannot supply you, write us for illustration and prices.

SMITH HARDWARE CO., Ltd., Montreal, Can.



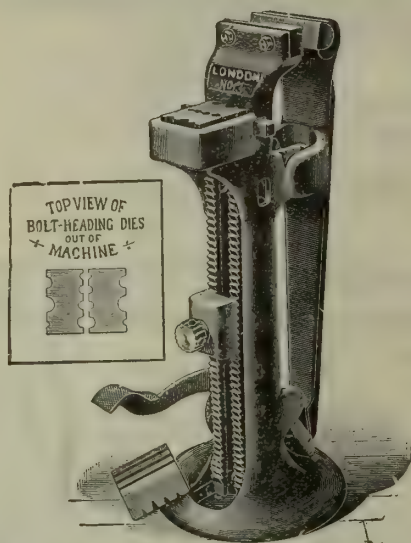
Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN
THE HARDWARE & METAL

Horse Shoers' Foot Vise and Bolt Header



A Practical Tool and a Time-saver for the Busy
Blacksmith

Manufactured by

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited

Amatite ROOFING



If you had a sample of Amatite in your hand you would see in an instant why it needs no painting or coating to keep it waterproof.

It has a rough surface of real mineral matter on the weather side. It is evident to anyone that it is no more necessary to paint such a surface than it is necessary to paint a stone wall. Stone needs no paint: neither does Amatite. It is strong enough in itself to bear the brunt of rain and wind and sun without a protective coat of paint.

To paint Amatite would be a waste of time and trouble.

Amatite will last for many years without any care whatever. It is made to be trouble proof as well as weather proof.

A roofing that consists of smooth materials, made to receive a heavy coating of paint, is not a roofing at all—the paint is the real roof.

If you are told that certain roofings don't need painting when first laid, don't be deceived into thinking that they are like Amatite. The first coat of paint has been applied at the factory—that's all, and it will wear off in a little while and require renewal.

No paint is good enough to make a durable roof; a thick layer of pitch, faced with a real mineral surface, is far better—and that means Amatite.

**Free Sample
and Booklet**

A Free Sample with booklet will be sent on request to our nearest office.

The Paterson Manufacturing Co., Limited

Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B., Halifax, N.S.

Stands Alone!

For
Absolute
Rigidity and
Quality
of
Material
the

"FAULTLESS" LADDER

is without a peer! It is equipped with the "Faultless" Lock, which makes it impossible for the ladder to open or close while in use. We make ladders for every conceivable purpose.

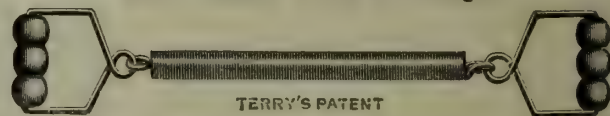
Send for Catalogue "B"

The STRATFORD MANUFACTURING CO., Ltd.
STRATFORD, CANADA

MADE IN ENGLAND

TERRY'S (PATENT) STEEL SPRING EXERCISERS and DEVELOPERS

Made in hundreds of sizes and strengths



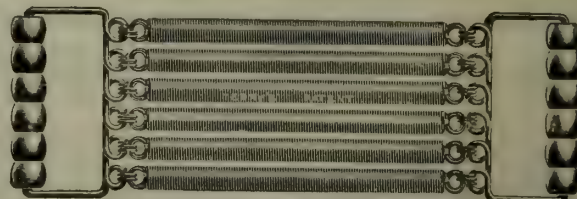
TERRY'S PATENT

No. 91. SINGLE CHEST EXPANDER.

Size	0	1	2	3	3A	4	5	6
Trade Prices	17/6	22/-	24/-	25/6	36/-	37/6	48/-	60/- per doz

GOOD PROFITS

Send for 20/- parcel.



No. 92D. 6 STRAND CHEST EXPANDER.

Size	0	1	2	3	3A	4	5	6
Trade Prices	116/-	122/-	128/-	146/-	150/-	156/-	174/-	200/- per doz.

Fitted with detachable springs, as illustrated.

SEND FOR TRADE LISTS. Hundreds of lines that sell.

HERBERT TERRY & SONS (Box 100)

The Spring Specialists

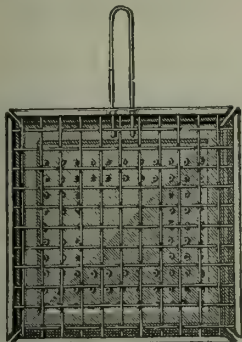
REDDITCH, ENGLAND

Mention Page

THE IMPROVED

'GYPSY' Gas Toaster

A toaster which is constructed on scientific principles, and which gives quick and satisfactory results.



DESIGN REGISTERED

The "ANTON" Carpet Beater

Heavy centre stiffening rod.
Loaded balancing handle.

BE PREPARED TO MEET THE SPRING DEMAND FOR THESE GOODS

E. T. WRIGHT & CO.

HAMILTON - CANADA

Manufacturers of Tinware and Kitchen Specialties

Merrick, Anderson Co., Winnipeg, Manitoba
Distributors for Manitoba

THE GENUINE

"VICTOR" Flour Sifter

With tin rimmed basket and triple tin reel.
Packed 1 dozen in a cardboard box.

See that you get the
"VICTOR"



Henry Boker's Automatic Safety Pad Locks

Everyone guaranteed to give entire satisfaction

Also a complete line of strictly high-grade Locks,
such as: Chest, Till, Cupboard, Desk, etc.

For Sale by All Leading Wholesale Hardware Houses



McKINNON ELECTRIC WELDED COW TIES

Short, smooth links, making a flexible chain that can not injure the hide of the animal. Strongest chain made.

A full line of Chain for the
Hardware Trade.

McKINNON CHAIN CO.

BUFFALO, N.Y.

ST. CATHARINES, ONT.



PLYMOUTH CORDAGE CO.

PLYMOUTH

WELLAND

Use "PLYMOUTH" (Ship Brand) Lath yarns; they will save you money and increase your satisfaction.

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?



INDEPENDENT CORDAGE CO., LTD.

Stocks at

TORONTO
MONTREAL
HALIFAX

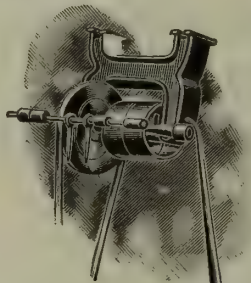
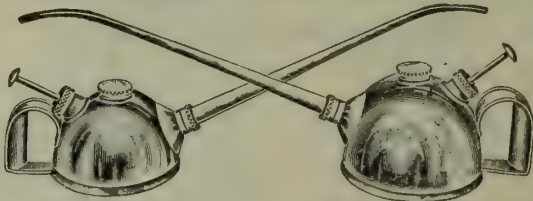
ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO

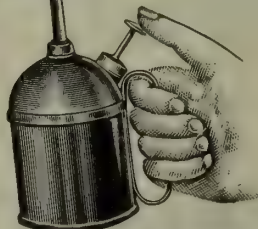


Howland's Pump Oilers



For sale by
all Jobbers
in Canada

A slight pressure
of the plunger
pumps the oil to
the bearings.

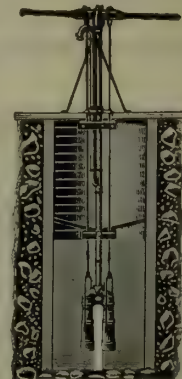


Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

WHAT WE CLAIM FOR

The AYLMER DOUBLE CYLINDER DOUBLE ACTING FORCE PUMP

This is the only
Pump manufac-
tured that has no
leather suckers
and requires
no packing or
packed joints of
any kind.



Easy Working
—
Always Primed
—
Never Freezes

In case of fire
this pump has no
equal.

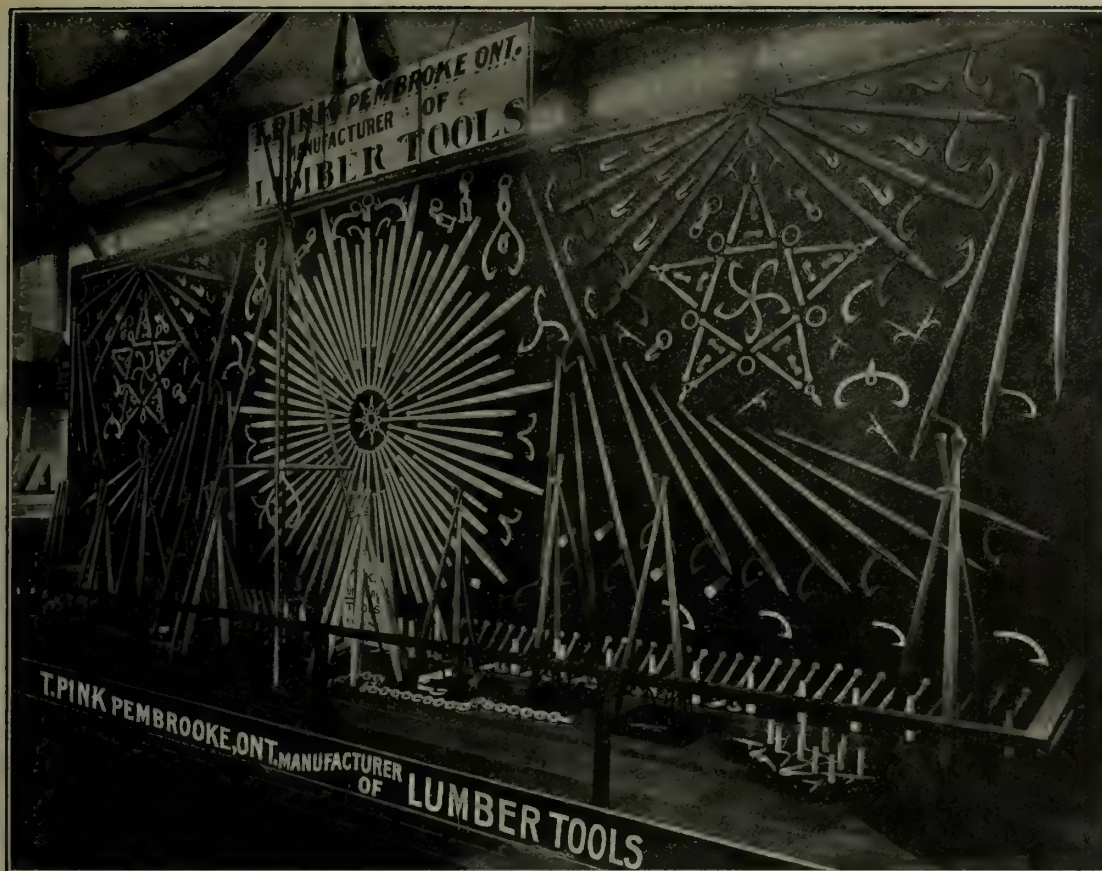
THIS CUT represents our Pump, as shown in the well. This with three-way cock and side pipe for conveying water to barn or wherever needed, will force the water any distance, and to any elevation required with ease.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited
AYLMER, - - - - - ONTARIO

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable

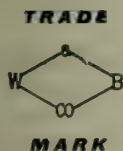
Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

=== No. 71 ===



Is just off the Press.

It lists our complete line and if you
have not received a copy write for one to-day.



The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions inside.



Made in

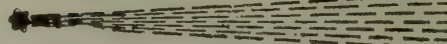
Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

GILBERTSON'S



COMET

in Wales. Let me tell you further about these sheets.

ALEX. GIBB (Sole Canadian Agent),

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

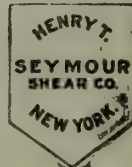
When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES.

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders

It means money to you.

13 St. John Street, Montreal

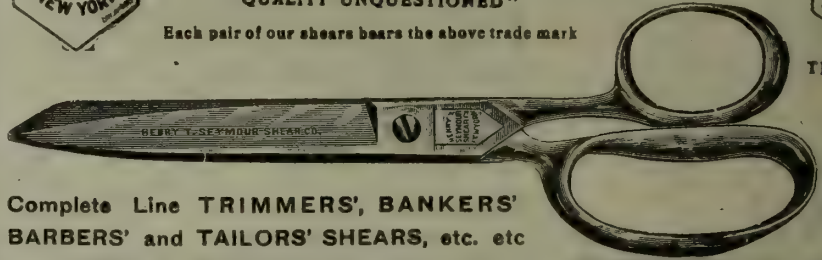


SEYMOUR SHEARS

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



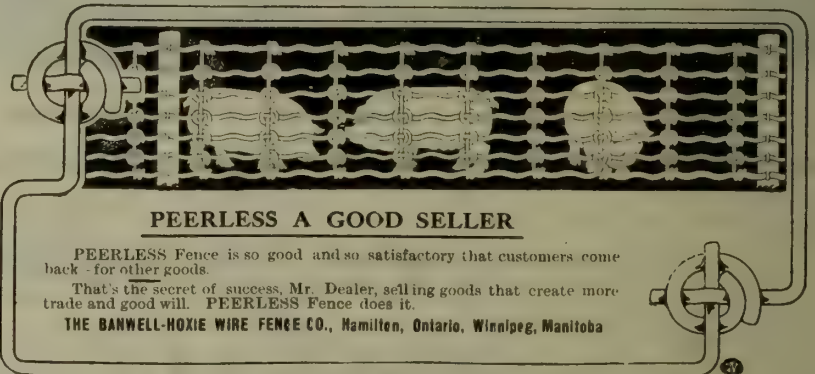
TRADE MARK

Latest cat a logue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents



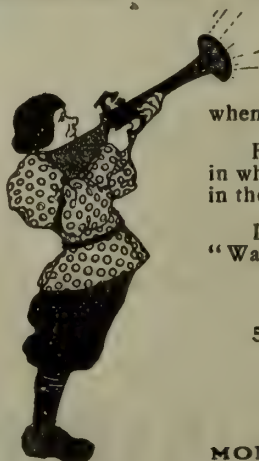
PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come back - for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE BANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba

NO SHOOTING AT RANDOM



when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in our proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.

1c. per word for subsequent insertions.

5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,

MONTREAL

TORONTO

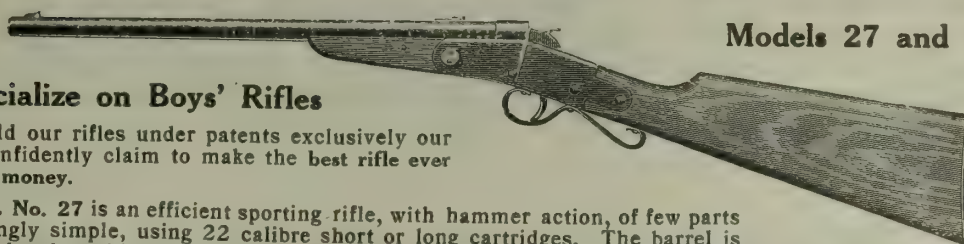
WINNIPEG

Tell Them You Saw it in Hardware and Metal.
The Advertiser Will Appreciate It.

Quick
Sellers

HAMILTON (22 Calibre) RIFLES

Money
Makers



Models 27 and 027

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the best rifle ever built for the money.

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. Price \$2.00.

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. Price \$2.25.

Other models are Nos. 15 at \$2.00, 19 at \$2.50 and 23 at \$3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. Write for catalogue and net trade prices.

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

Prices
\$2.00
and
\$2.25

WE'LL TREAT YOU RIGHT

You'll not be sorry if you give us your business in

TARRED FELT, ROOFING PITCH, COAL TAR AND OTHER ROOFING MATERIALS

We afford our customers every facility—such as prompt shipments and close attention to their requirements. Besides, our goods cannot be beaten either for quality or price.

Write us at once

Lockerby & McComb, Limited, 65 Shannon St., Montreal

When ordering your Spring requirements in

WIRE NAILS and OILED AND ANNEALED WIRE

Specify for the products of

THE LAIDLAW BALE-TIE CO., HAMILTON
ONTARIO

Vancouver—George W. Laidlaw

Winnipeg—Harry F. Maulden

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND
ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St.,

TORONTO

IT IS THE WIDE AWAKE DEALER

who gets the LEAD in the building trade. CONTRACTORS know the man who sells the right ROOFING, and every dealer can increase his business by getting after the local builders first and then stir up your customers who call for paint or any other building improving articles. Perhaps you never thought of the money you are MISSING by neglecting the local ROOFING BUSINESS. YOU cannot fall down with our strong SELLING SYSTEM behind you. We also make a fine variety of Wrapping Papers.

We carry a large stock of our leading brands, and our prices are reasonable always.

Compare them with others and with our quality, and we win easily.

ALEX. McARTHUR & CO., Limited

82 McGill Street

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb. ... 0 08½ 0 08
BABBIT ETAL

Canada Metal Company—Imperial, genuine 43c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.
James Robertson Co.—Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbitt metal, 25c.; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.
Geo. Langwell & Son, Montreal—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.
Lion Metal Co., Montreal—Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Anti-friction, 30c.; Special, 25c.; "A", 20c.; "B", 15c.; "C", 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

Montreal, Toronto
Plates, ½ to 1 inch, per 100 lb. 2 20 2 20
Heads, per 100 lb. 2 45 2 45
Tank plates 3-16 inch 2 30 2 40
Tubes per 100 feet, 1½ inch 9 50 9 00
" 2 " 8 25 8 50
" 2½ " 10 50 10 00
" 3 " 12 00 12 10
" 3½ " 15 00 15 30
" 4 " 19 25 19 45

BRASS

Spring sheets, up to 30 gauge 0 23
Rods, base ½ to 1 inch, round 0 22
Tubing, seamless base, per lb. 0 26
Tubing, iron pipe size, 1 inch base. 0 24
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.H.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

COPPER

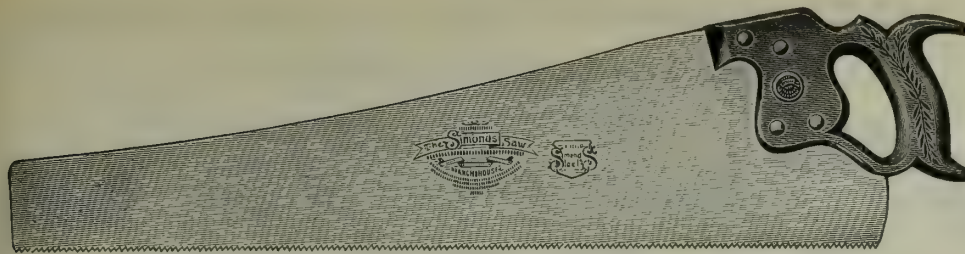
Per 100 lb.
Casting ingot. 14 50 14 50
Cut lengths, round bars, ½ to 2 in. 21 00
Plain sheets, 14 oz., 14x48", 14x60". 23 00
Plain, 16 oz., 14x48 and 14x60. 22 00
Tinned copper sheet, base. 24 00
Platinised base. 28 00
Braziers, in sheets, 4x8 base. 20 00
COPPER AND BRASS WIRE
Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

Montreal, Toronto
Canadian foundry, No. 2 22 00
Middleboro, No. 3 pig iron. 19 00 21 00
Summerize, No. 3 21 00 23 50
Carron, special. 20 50
Carron, soft. 20 25
Cleveland, No. 1 19 75 21 75
Clarence, No. 3 19 50 21 50
Jarrow. 21 75
Glengarnock. 23 50
Radnor, charcoal iron. 32 00 32 50
Deseronto charcoal iron. 24 00 24 00
Aysrenee, No. 3. 20 00
Ferro Nickel pig iron (Soo). 25 00
Steel billets, Bessemer or open hearth, 27.50 f.o.b. Pittsburgh.
Angles. 2 60 2 60
Common bar, per 100 lb. 1 90 2 00
Forged iron 2 05 2 10
Refined " 2 15 2 25
Horseshoe iron " 2 15 2 25
Mild steel. 1 90 2 10
Sleigh shoe steel. 1 90 2 10
Iron finish machinery steel (domestic) 1 95 2 10
Iron finish steel (foreign) 2 25 2 25
Reeled machinery steel 2 85 3 00
Tire steel 2 00 2 10
Sheet cast steel. 0 15 0 15
Toe calk steel. 2 40 2 50
Mining cast steel. 0 07½ 0 08
High speed 0 65 0 65
Capital tool steel. 0 50
Camell Laird. 0 16
Black Diamond tool steel. 0 08 0 08
Corona tool steel. 0 06½
Silver tool steel. 0 12½
COLD ROLLED SHAFTING
9-16 to 11-16 inch 0 06
" 1 to 17-16 " 0 05½
" 17-16 to 3 " 0 05
Montreal, 25 and 2. Toronto, 30.
BLACK SHEETS
Montreal, Toronto
10 gauge 2 30 2 50
12 " 2 35 2 55
14 " 2 20 2 35
17 " 2 30 2 45
18 " 2 20 2 45
20 " 2 20 2 45
22 " 2 25 2 55
24 " 2 35 2 55
26 " 2 35 2 55
28 " 2 40 2 80
CANADA PLATES
Ordinary, 52 sheets. 2 40 2 60
All bright, 52 sheets. 3 50 3 60
Galvanized—Apollo D. Crown Ordinary
18x24x52. 4 45 4 45
" 60. 4 70 4 70
20x28x80. 8 90 8 90
" 9 40 9 40
GALVANIZED SHEETS (CORRUGATED)
22 gauge, per square. 5 50
24 " " 4 50
26 " " 3 50
28 " " 3 30
GALVANIZED SHEETS Colborne
B.W. Queen's Fleur-Gordon Crown
gauge Head de la C. Best
16-20. 3 60 3 35 3 65
22-24. 3 65 3 40 3 75
26. 4 05 3 80 4 15
28. 4 25 4 00 4 35
Less than case lots 25 cents extra.
Apollo brand—Montreal, Toronto
24 gauge, American. 3 60 3 35
26 " " 3 85 3 40
28 " (26 English). 4 10 3 85
10½ oz., equal to 28 English. 4 35 4 15

IRON PIPE

Size (per 100 ft.) Black Galvanized
1 inch. 2 03 2 88
" 2 25 3 08
" 2 63 3 48
" 3 35 4 43
" 4 70 5 35
" 6 41 6 65
" 7 70 8 15
" 10 12 12 85
" 12 15 16 24
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" 938 1000 1000 24
" 940 1000 1000 24
" 942 1000 1000 24
" 944 1000 1000 24
" 946 1000 1000 24



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks \$1.

WIRE CLOTH
Painted Screen, in 100-ft. rolls, \$1.85 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING
Galvanized barb. 2 50 2 55
Black, 1st grade, 6 strands, 19 wires, ½, \$5; inch, \$15.10. Per 100 feet f.o.b. Toronto.
F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, \$2.65 for small lots and \$2.55 for carlots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ½, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, ½, \$5; inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES
Galvanized 2 85
Plain 2 60

PAINTS, OILS AND GLASS

REUBEN
Paint and household, 75 per cent.
Per lb. 0 40

CHEMICALS
In casks per lb.
Sulphate of copper (bluestone) 0 07
Litharge, ground 0 05
" flaked 0 05
Green copperas (green vitriol) 0 01
Sugar of lead 0 08

COLORS IN OIL
Venetian red, 1-lb. tins pure. 0 08
Chrome yellow 0 16
Golden ochre 0 10
French 0 08
Chrome green 0 09
French permanent green 0 13
Siamer's black 0 15
Marine black, 25 lb. tins 0 04

GLUE
Domestic sheet, in barrels 0 09
French medal 0 10

PARIS WHITE
In bbls 1 00

PIGMENTS
Orange Mineral, casks 8 89
" 100-lb kegs 8 09

PREPARED PAINTS
Barn (in bbls) 1 gal. ins. 0 70
" 5 gal. tins 0 65
Sherwin-Williams paints, qt tins 1 70
Canada Paint Co.'s pure, qt tins 1 60
Globe house paint (Windsor) 1 25
" New Era" house paint (Windsor) 1 35
Benj. Moore Co.'s "Ark" ½ d 1 25
Moore's pure linseed oil, H.C. 1 35
Brandram-Henderson's "English" qt. tins 1 60
Ramsay's paint, Pure, per gal. 1 40
" Thistle, 1 10
Martin-Senour 100 p.c. pure, 1 70
Senour's Floor Paints, 1 40
Jamieson's "Crown and Anchor" 1 40
Island City pure paint, 1 75
" 25 to 100 1 40
" 25 to 100 1 30
Robertson's pure paint, 1 35

PLASTER OF PARIS
Per barrel 2 30
PINE TAR
Half-pint tins, per dozen 0 60

PATTY
Bulk in casks 2 00
" 100-lb. drums 2 60
Bladders in bbls 2 40

RED DRY LEAD
Genuine, 560 lb. casks, per cwt 4 75
Genuine, 100 lb. kegs, 5 25
No. 1, casks, per 100 lbs. 4 25
No. 1, kegs, per 100 lbs. 4 75

SHINGLE STAINS
In 5-gallon buckets 0 75

TURPENTINE AND OIL
Montreal Toronto
Prime white petroleum per gal. 0 13
Water white 0 15
Pratt's astral 0 17
Castor oil, per lb. 0 08
Motor Gasoline single bbls. 0 16
Benzine, per gal single bbls 0 15
Turpentine, single barrels 0 82
Linseed Oil, raw 0 82
" boiled 0 85

VARNISHES
Per gal. cans.
Carriage, No. 1 1 50
Pale durable body 3 50
" hard rubbing 3 00
Finest elastic gearing 3 00
Elastic Oak 1 50
Furniture, polishing 3 00
Furniture, extra 1 15
" No. 1 0 90
" union 0 85
Light oil finish 1 30
Gold size japan 2 00
Turps brown japan 1 50
No. 1 brown japan 1 00
Baking black japan 1 35
No. 1 black japan 0 80
Benzine black japan 0 70
Crystal Damar 2 50
No. 1 2 25
Pure asphaltum 1 40
Oilcloth 1 50
Lightning dryer 0 75
Elastiline varnish 2 00
Granite floor varnish 2 50
Maple Leaf coach enamels 1 20
Sherwin-Williams kopal varnish 2 50
Canada Paint Co.'s sun varnish 2 00
" Kyanise" Interior Finish 2 40
" Flint-Lac" coach 1 80
B.H. Co.'s "Gold Medal," in cases 2 50
Jamieson's Copaline 2 50
Flatline floor finish 3 01
Elastica exterior finish 4 25
Island City Dreadnought Finish 2 51
Storepipe varnish, ½ pints, per gross 8 00
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., \$2.30.
Pure white shellac varnish, in barrels 1 75
Pure orange 1 70
No. 1 orange 1 25

WINDOW GLASS
Size United Star Double
Inches
Under 26 4 25 5 25
26 to 40 4 65 5 65
41 to 50 5 10 6 10
51 to 60 5 35 6 35
61 to 70 5 75 6 75
71 to 80 6 25 7 25
81 to 85 7 00 8 00
86 to 90 8 25 9 25
91 to 95 15 00
96 to 100 17 50
Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb
Montreal Toronto
Munro's Select Flake White 6 25 6 40
Elephant Genuine 6 25 6 40
Lily Pure 5 75 5 90
Tiger Pure 5 55 5 70
Monarch (Windsor) 6 50
Essex Genuine (Windsor) 5 50
Brandram's B. B. Genuine 6 83 7 00
" Anchor," pure 5 60 5 65
Ramsay's Pure Lead 5 50 5 65
Ramsay's Exterior 5 25 5 60
" Crown and Anchor," pure 5 75 5 90
Island City pure lead 5 75 5 90
Sanderson Peary's 5 75
Robertson's C.P., lead 5 50 5 65
Decorators' Pure 5 75 5 90
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY)
Extra Red Seal, V.M. 0 07

WHITE ZINC IN OIL
Pure, in 25-lb. tins 0 08
No. 1, " 0 07
No. 2, " 0 05

WHITING
Plain, in bbls 0 70
Gilders bolted in barrels 1 00

HARDWARE

ADAMS
Carpenters', per doz. 12 50 14 00
Plain ship, 18 00 22 00

AXES AND HATCHETS
Single bit, per doz. 6 00 9 00
Double bit 10 00 12 00
Bench Axes 6 75 10 00
Broad Axes 22 75 25 00
Hunters' Axes 5 00 6 00
Boys' Axes 5 75 6 50
Lathing hatchets 4 70 10 00
Shingle 1 45 6 75
Claw 1 70 8 00
Barrell 5 50 6 85

ANVILS
Taylor-Forbes, prospectors 0 05
Buckworth, per lb. 0 10

AMMUNITION
"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 24 p.c.; B.B. caps, 50, 10 and 24 p.c.; Centre Fire Pistol Cartridges, 25 and 24 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 24 p.c.; Brass Shot Shells, 45 and 124 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Ragat" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only: Chilled, 40 q. buck and seal, 80c.; No. 28 ball, \$1 20, per 100 lbs.; bags less than 25 lbs., ½ c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS
Ford's auger bits 30 and 10
Irwin's auger 47½
Gilmour's auger 60
Rockford auger 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.
doz. pairs.
Steam wood track 4 50 6 00
Zenith 9 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 6 50
Double strap hangers, doz. sets 6 40
Standard jointed hangers, " 6 40
Steel King hangers " 6 25
Storm King and safety hangers 4 25
" rail 4 95
Crown 4 85
Crescent 6 50
Sovereign 7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES
Challenge, dozen 2 35
Defiance, dozen 2 75
Gem dozen 7 50

BELLS
Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING
Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.
No. 1, not wider than 8 in., 60, 10, 10 and 10 Agricultural, not wider than 4 in., 15 per cent
Lace leather, per side, 80c.; out laces, 85c.

BIRD CAGES
Brass and Japanned, 40 p.c.

BOLTS AND NUTS
Carriage Bolts, common new \$1 list Per cent
" " and smaller 70
" " 7-16 and up 60
" " Norway Iron (\$3 list) 80
Machine Bolts, ½ and less 60, 10 and 10
Machine Bolts, 7-16 and up 55, 5 and 10
Flough Bolts 55, 5 and 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ½ and less 80 and 10
" 7-16 and larger 55 and 5
Coach Screws, new list 75
Nuts, square, all sizes, 40c. per lb. off.
Nuts, hexagon, all sizes, 40c. per lb. off.
Stove Rods per lb., ½ to 6c.
Stove Bolts, 80

BUILDING PAPER, ETC.
Tarred Slater's paper, per roll 0 70
O. K. paper, No. 1, per roll 0 75
O. K. paper, No. 2, per roll 0 70
Plain Fibre, No. 1, per 400 ft. roll 0 45
Plain Fibre, No. 2, 0 30
Tarred Fibre, No. 1, per 400 ft. roll 0 55
Tarred Fibre, No. 2, 0 35
Tarred Fibre Cyclone, 25 lb., per roll 8 45
Dry Cyclone, 15 lbs. 8 45
Tarred Sheathing (Joliet), 25 lb. 8 40
Tarred Felt, 7 oz., 50 lbs. 1 80
Plain Surprise, per roll 1 40
Resin sized Fibre per roll 0 40
Asbestos building paper, per 100 lbs. 4 00
Heavy straw, plain & tarred, per ton 37 50
Same in Maritime Provinces 2 50
Carpet Felt, per 100 lbs. 2 50
Tarred wool roofing felt, per 100 lb. 1 80
Pitch, Boston or Sydney, per 100 lbs 0 70
Pitch, Scotch, per 100 lbs. 0 65
Heavy Fibre, 32 & 60, per 100 lbs. 0 70
2 Ply Ready Roofing, per square 0 70
3 Ply complete, per roll 1 15
3 Ply 1 35
Liquid Roofing Cement, bris., per gal 0 15
tins 0 20
Crude Coal Tar, per barrel 3 50
Refined Coal Tar, tins, per doz. 1 00
Refined Coal Tar, per barrel 4 50
Shingle varnish, per barrel 4 50
Caps, per lb. 0 08
Nails, per lb. 0 08
Mop cotton, per lb. 0 15

Shears that Sell

are those with an unconditional guarantee behind them—CLAUSS SHEARS. They are made to cut the finest or the heaviest cloth, work easily and quickly, and cut from heel to point. By our Natural Gas Process every Clauss blade has a perfectly tempered edge.

The Clauss line of cutlery is the most complete in the world. Stock up with a good range of Clauss goods. There's good profit in handling this line.

Clauss Shear Company 169 Spadina Ave.
TORONTO



This cut illustrates our
Ordinary
Straight
Trimmers

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

ROPE AND TWINE.

Sisal rope	0 09
Pure Manila rope.....	0 104
"British" Manila.....	0 094
Cotton, 3-18 inch and larger.....	0 24
Russia Deep Sea	0 16
Jute.....	0 09
Lath Yarn, single	0 08
" double	0 084
Sisal bed cord, 48 feet..... per doz.	0 65
" " 60 feet..... "	0 80
" " 72 feet..... "	0 95
Cotton clothes line, 27 1/2 off.....	0 27
Bag, Russian twine, per lb.....	0 26
Wrapping, cotton, 3-ply twine	0 30
" " 4-ply twine	0 33
Matross twine per lb.....	0 27
Staging	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 12 1/2 per cent.
Copper Burs only, 22 1/2 p.c.
Extras on Coppered Rivets 1/2 lb. packages 1c. per lb.; 1/2 lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2c. per lb.

RIVET SETS.

Canadian, 35 to 37 1/2 per cent.

RULES.

Boxwood, No. 68, 2 foot, doz..... 1 15
vory, No. 1282, 2 foot, each..... 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished..... per set 0 75
" No. 50, nickel-plated, " 0 80
" handles, japanned, per gross 3 40
Common, plain..... 4 25
" plated..... 5 50
Asbestos, per set..... 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

otions, 1 lb. each, per 100 lb..... 2 20
1 1, 3 to 30 lbs..... 1 0

SASH CORD.

No. 8, per lb..... 0 34 1/2

SLAWS.

Atkins, hand and crosscut, 25 per cent.
Diston's Hand, 15 per cent

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS Do
Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 80 || Common doors, 2 or 3 panel, grained only, 4-in. style..... | 8 10 |
Beaver window screens, 14x18, open 28 1/2 inches.....	1 60
Perfection window screens, 14x15, open 22 1/2 inches.....	1 80
Model window screens, 14x22, open 36 1/2 inches.....	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne - Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCREW DRIVERS.

Canadian, 40 per cent.
Wood, F.H., bright and steel..... 85 and 10
" R.H., bright..... 80 and 10
" F.H., brass..... 75 and 10
" R.H., brass..... 70 and 10
" F.H., bronze..... 70 and 10
" R.H., bronze..... 65 and 10
Drive screws..... 85 and 10
Set, case hardened..... 60
Square cap..... 50 and 05
Hexagon cap..... 45
Bench, wood, per doz..... \$5 00
" iron, per doz..... 4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's..... per doz. 0 65 1 00
North Bros., No. 30..... per doz. 16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japa: 65; tailors, 46; pruning, 70.
Seymour's, 60 and 10 per cent.

SHelf BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37 1/2 per cent.
Baker, hockey 30c. upwards : spring, Empire hockey sticks, \$3.00, \$3.50.
Micmac and Rex sticks, \$4.00, \$6.00.
Pucks net, \$1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2 1/2 p.c.;
No. 3 and 4 grade, 50 and 2 1/2 p.c.

SQUARES.

Diston's 60 and 10 p.c.
Stanley Try Squares, size 7 1/2, doz. net.. \$2 85

SHAVES.

Harness, 25 per cent
SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12 1/2 per cent.
Retinned, 75 and 12 1/2 per cent.

SAP SPOUTS.

Bronzed iron with hooks..... per 1,000 7 50
Eureka tinned steel, hooks..... 8 00

STAPLES

Poultry netting, 100 lbs..... 5 70
Bed, 100 lbs., No. 14..... 6 75
Blind, per lb..... 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1/2 p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths..... 7 00

7 inch..... 7 50

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common..... per doz. 1 22

7-inch..... 1 35

Polished, 15c per dozen extra.

Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock..... 18 75

STONES—OIL AND SOYTHE.

Washita..... per lb. 0 25 0 37
Gindostan..... " 0 06 0 10
" slip..... " 0 18 0 20
" Axe..... " 0 10
Deer Creek..... " 0 10
Deserlock..... " 0 25
" Axe..... " 0 15
Lily white..... " 0 42
Arkansas..... " 1 50
Water-of-Ayr..... " 0 10
Scythe..... per gross 3 50 5 00
Grind, 40 to 200 lb., per ton.. 30 00 22 00
" under 40 lb.,..... 24 00
" 90 lb. and over..... 28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., each.... 0 94
" steel, No. 264, 66 ft., each..... 3 15
Chesterman's linen, No. 1822, 66 ft. ea. 1 10
Metallic, No. 1821..... 1 95
" Steel, No. 1840, 50 feet.... 4 20

TROWEL.

Diston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12 1/2.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

Out O' Sight Mouse Traps..... Doz 0 60
" Rat Traps..... 1 20
Easy Set Mouse..... 0 45
" Rat..... 0 95
Blizzard Mouse Traps..... 0 45
" Rat Traps..... 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers..... 0 80

VICES

Per pound..... 0 12 0 12 1/2
Hinged pipe vise, 25 lbs..... 3 55
Saw vise..... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario..... 41 25
Bound, re-acting per doz..... 73 75
Square..... 77 50
Dowdell..... 48 75
New Century, Style A..... 93 75
Ideal Power..... 165 00
Daisy..... 67 50
Stephenson..... 74 00
Puritan Motor..... 165 00
Connor, improved..... 48 75
Ottawa..... 51 25
Connor Ball Bearing..... 108 75
Connor Gearless Motor Washer..... 172 50
30 per cent.

WHIRLWHEEL

Royal Canadian, 11 in., doz..... 42 25
Improved Royal Canadian, 11 in..... 44 75
Eze, 10 in., per doz..... 43 25
Bicycle, 11 inch..... 54 25
Trojan, 12 inch..... 97 50
Challenge, 3 year, 11 in..... 45 75
Ottawa, 3 year, 11 in..... 62 00
Favorite, 5 year, 1 in..... 63 00
20 per cent.

WHEELBARROWS

Navy, steel wheel, dozen..... 21 20
Garden, steel wheel, dozen..... 32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in..... 0 70
" " 34 in..... 1 00
" " 36 in..... 1 25
" " neckyokes, 36 in..... 1 05
" " doubletrees, 40 in..... 0 95
" " lumbermen, 44 in..... 1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

WRENCHES

Agricultural, 67 1/2 p.c.

WROUGHT IRON WASHERS.

Canadian, 50 per cent.

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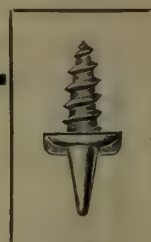
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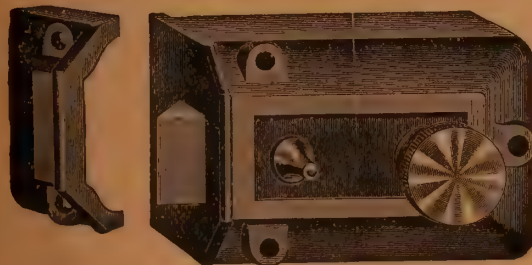
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NO. 9.

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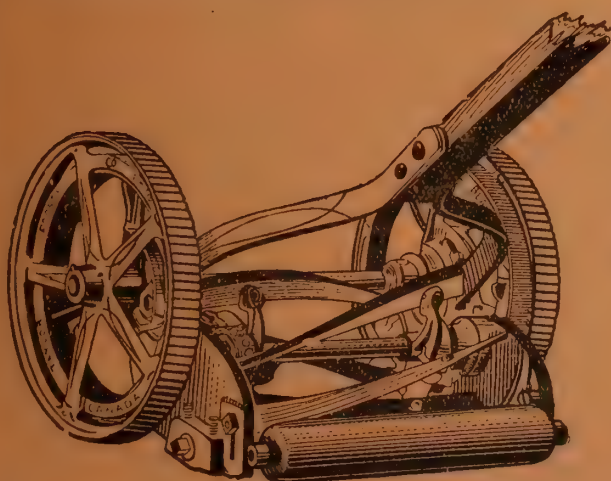
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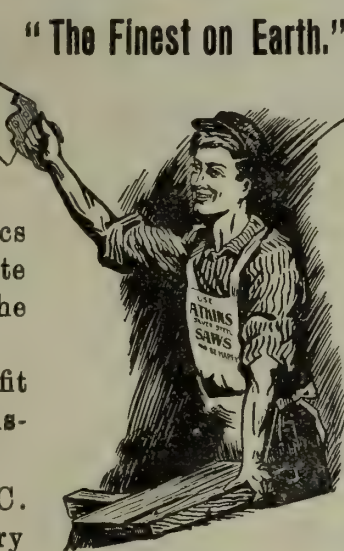
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NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

Dealers, Take Notice !

25 Years Ago we began manufacturing Metallic Roofing. The first years were trying ones, but our policy, adopted at the start—**PROTECTION TO THE DEALERS**—together with the fact that only the highest quality material is used in the manufacture of our roofing, won out, and placed us at the top.

Our Strong Protection Wall surrounds the trade. We want your co-operation. Success for you means success for us.

Our Extensive Advertising creates a market. Don't let your competitor reap all the benefit. Get your share.

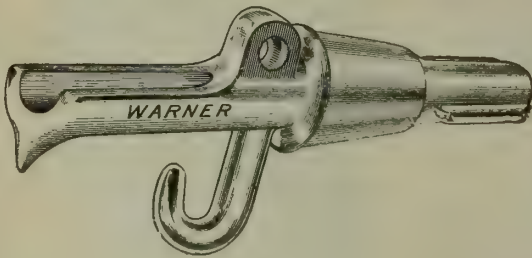
Our Metallic Roofing stands the test. 25 years has proved it. Our catalogue of Metallic Building Material will interest you—write for it.

Manufacturers

The **Metallic Roofing Co** *Limited*
TORONTO & WINNIPEG

1560

The Warner Sap Spout



Produces More Sap
than any other make
"Runs Sap Early and Late"

Strongly made of Tinned, Malleable Iron—will not break.
No rossing of the trees necessary—no injury to the bark.
The construction gives it a greater sap capacity than any other spout.
No wind or weight of sap in the bucket can pull the spout out of the tree.
It does not leak, and is easy to insert and just as easy to remove.
The tapering portion dams the sap hole and every grain of wood severed is left free to run sap.

Takes a 7/16 Bit

Write for Sample and Prices

The Thos. Davidson Mfg. Co., Limited, Montreal and Winnipeg

Disston

IF A MECHANIC asks you for a DISSTON Saw, don't waste your time trying to sell him something "just as good," but give him what he asks for.

The DISSTON reputation for *fine* quality will help increase *your* reputation for handling the finest saws and tools known to workmen.

The reason the DISSTON Plant is the *largest* saw works in the world is *it has to be to keep up with the constantly growing demand* for DISSTON Saws.

YOU'LL do a much larger business in saws if you make a *display* of THE DISSTON Line.



Read the inscription *etched on every* D8 Saw sold by Disston

LEWIS BROS., Limited, MONTREAL, CANADA
Importers and Distributors
Montreal

Ottawa

Toronto

Vancouver

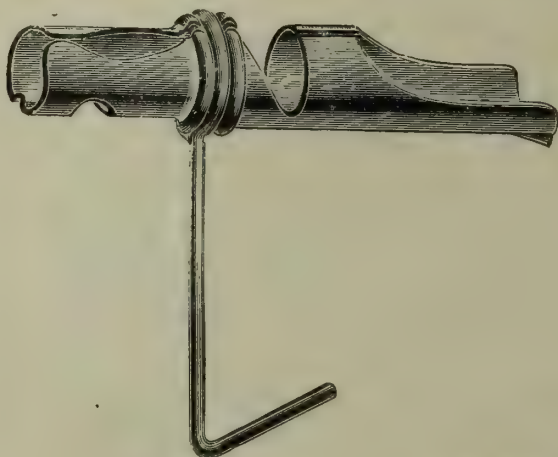
THE SUGAR SEASON

will soon be on

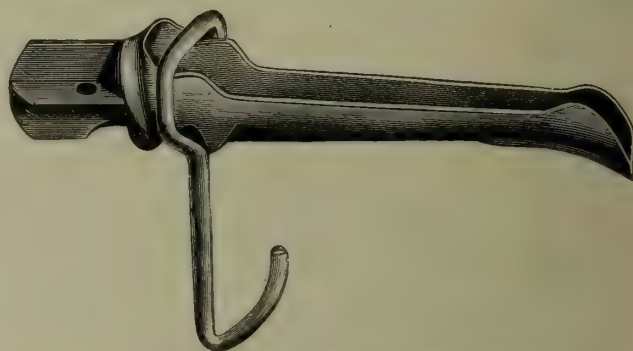
Owing to the great amount of snow that has fallen this winter conditions look favorable for the sugar camps.

ARE YOU PREPARED

to meet the large demand you will have for Tapping Bits, Sap Spouts, Syrup Cans and Buckets? Get our prices on this line before placing your orders.



"EUREKA" Steel Sap Spouts
Supplied with or without hook



"EUREKA" Cast Iron Sap Spouts.



SAP BUCKETS

Nos.	7	8	9	12	16
Quarts	4	5	6	8	12

We Ship Promptly



Gilmore Tapping Bits



Boker Tapping Bits



Cook's Patent Tapping Bits

MAPLE SYRUP CANS—Round and Square

	Round	Square
Sizes, Gallons	$\frac{1}{2}$, 1	1

Special sizes made to order if sufficient quantities are wanted

We Ship Promptly

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

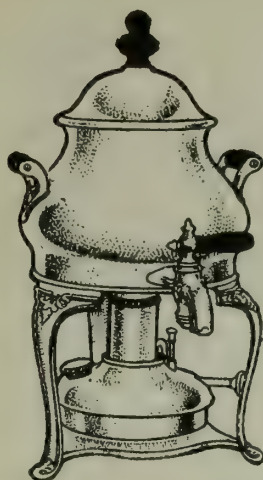
Montreal

: : : : :

Canada



The Tea Ball Tea Pots



No. 506. Nickel-plated
"Universal" Samovar.
Six cups.

Make Delicious Tea,
Scientifically; No
Tannin, Just the Pure,
Refreshing, Invigorat-
ing Tea



No. 100N. This is the demon-
stration cut. Notice the
position of the Tea Ball.



No. 300N. Nickel-plated on
copper, with non-heating
handles. Makes six cups
delicious tea.



No. 200. Aluminum body,
ebonwood handle and knob.
Capacity six cups.

Nearly everyone enjoys a real wholesome and stimulating cup of tea. The "Universal" Samovar will produce the desired result in any Dining Room. It is a combination of the Tea Ball Tea Pot and an Alcohol Stove. The Tea Ball makes the

Delicious Tea

which is so healthful and enjoyable to drink. The idea is so simple, put the tea inside the Tea Ball (notice demonstration cut) which is perforated, then lower it by the chain which passes through the knob into freshly boiled water for the time necessary to infuse, then pull it up and the little catch will hold it clear of the tea liquid.

TRY THEM—BUY FROM

H. S. Howland, Sons & Co.

Wholesale Hardware

Limited

Toronto

OUR PRICES ARE RIGHT

WE SHIP PROMPTLY

GRAHAM NAILS ARE THE BEST



Registered

QUALITY

is the potent force that has placed

"Prescent Brand" Butts and Hinges

in the proud position they now occupy in the realm of Hardware. Whether judged from the standard of "appearance" or that of "intrinsic worth," there can be no question of "Crescent Brand Superiority."

The prices are not any higher than is asked for the inferior makes.

Merchants who desire the Builders' and Contractors' Orders

cannot afford to stock any Butts or Hinges that are not made by

CANADA STEEL GOODS COMPANY, Ltd.
MANUFACTURERS, - - HAMILTON, CANADA

HADDON



CUTLERY

OPEN EASY KNIVES



The most easy-opering knife ever invented. Can be opened with the gloved hand. Made in a variety of shapes and materials.



All Haddon Brand Knives are hand made from our famous Haddon Steel. Are warranted to keep a keen cutting edge.

HADDON RAZOR



The **HADDON SAFETY RAZOR** is guaranteed first quality and cannot be beaten. Simple in action and easy to clean.

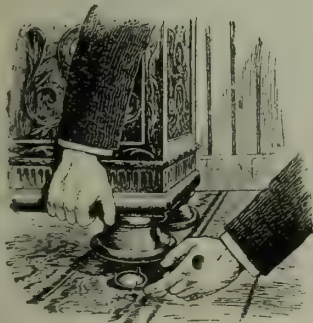
These Razors never require grinding; ground extra full hollow, will last a lifetime. The finest Razor ever produced. Made in three sizes of blades $\frac{3}{8}$ ", 1", $\frac{3}{4}$ "
If any of these specialties are found faulty we will exchange.

ALL HADDON SPECIALTIES CAN BE HAD FROM JOBBERS.

SOLE MAKERS, W. R. HUMPHREYS & CO., Limited, SHEFFIELD, ENG.



Domes of Silence Give Daily Satisfaction



It doesn't take much selling talk to convince a customer that Domes of Silence are not only cheaper, but far ahead of the old-style wheel castors.

Easily applied—by a tap of the hammer — need neither screws nor nails—and when applied the heaviest piece of furniture can be moved easily and silently.

Caverhill Searmont & Co

Sole Wholesale Distributors

Montreal and Winnipeg

Domes of Silence

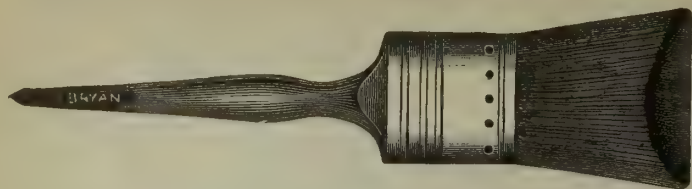
May be fitted even by a child to any Chair or table enabling it to —
glide with
silence
& ease.



**Note finish of
Domes of Silence
and test nickel plate
with knife or file**

A demonstration by you on any ordinary chair will result in a sale of 48 sets of 4—enough for a moderate sized house—and return a good profit to you.

Dealers Protected.



Spring Trade, 1910

How about your stocks of
Brushes, Brooms and Woodenware?

You'll have no fear on the score of quality if you are handling Bryan's. Send for prices.

Illustrated catalogue sent upon request from responsible dealers.

Thomas Bryan, Limited, London, Canada

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton

Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd.

Montreal, P.Q., Vancouver, B.C., St. John, N.B.

STANLEY TOOLS

"45"

Seven Tools in One

- 1.—Beading and Center-beading Plane.
- 2.—Rabbit and Fillister Plane.
- 3.—Dado Plane.
- 4.—Plow Plane.
- 5.—Matching Plane.
- 6.—Sash Plane.
- 7.—A superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottom.

Carpenters will find this tool almost invaluable.

Send for catalogue giving complete description.



STANLEY
RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

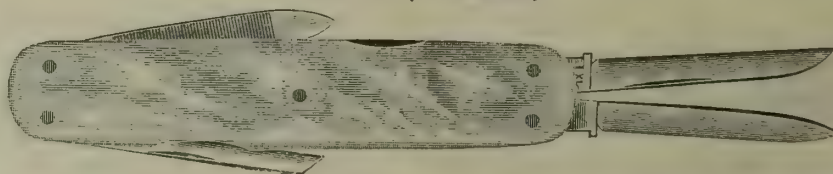


COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Wostenholm's Finest Sheffield Cutlery

Trade Mark

I-XL (I excel)



Thin Pen Knives—2, 3 and 4 Blades. Best hand-forged Blades—Finest quality pearl—Every knife guaranteed. Stocked by all leading jobbers. Insist on Wostenholm's I-XL.

A. MACFARLANE & CO., MONTREAL, Canadian Representatives

CHROMOL BLADES

If any of your customers ever complain about the short life of their metal-cutting saws, tell them about DISSTON'S "Chromol" Blades.

Rigid tests conducted at the DISSTON experimental laboratories show "Chromol" Blades to be easily superior to any other metal-cutting blades.

"Chromol" Blades will not crumble. The edge remains a Cutting edge. The teeth are set to make every tooth perform its full sawing capacity.

Carry the DISSTON line of Saws, Tools and Files, and you will dominate the trade in your community.

If you are unable to obtain the DISSTON Brand, write us and we will see that you are properly supplied.

HENRY DISSTON & SONS, INC.

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA

U.S.A.



Easy
Running



Strongly
Built

HAVE
YOU
SEEN
THE

"Winner" Rotary Washer

(STYLE No. 2)?

It is a strong selling line you can handle most profitably. The main shaft runs on roller bearings, and the gearing is so simple it is not liable to get out of order. The inside being heavily corrugated, does quicker work. Attractively finished in natural wood. Stave leg idea insures a steady machine.

Write for details of this and our other popular lines of washers.

J. H. Connor & Son, Ltd., Ottawa

"SAFE-LOCK" Fence

Every farmer in your vicinity is interested in, and a buyer of more or less Woven Wire Fencing. No doubt you want his trade, and to secure and hold it you must be prepared to supply his needs. Your competitor is or soon will be.

Our "SAFE-LOCK" Fence is without exception the strongest fence made. We manufacture it in both heavy and medium weights, and if you want an agency, write us for particulars. Will be glad to mail you wholesale list and discounts on request.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.

BRANDON,

MAN.



DOMINION WIRE MANUFACTURING CO.

MONTREAL LIMITED TORONTO

Manufacturers of

Iron and Steel Wire
Barbed Wire
Galvanized Wire
Dominion Field Fencing
Brass Wire
Copper Wire
Wire Nails
Wood Screws
Staples
Jack Chain
Bright Wire Goods
Spring Cotters
Steel Wire Barrel Hoops

NOW IS THE TIME TO SPECIFY FOR

BARBED WIRE GALVANIZED WIRE
COILED SPRING FENCING
DOMINION SPECIAL FIELD FENCING
FENCE STAPLES
WIRE NAILS WOOD SCREWS

*Make up order for mixed car
and get benefit on freight.*

FREE to DEALERS in Fishing Tackle



“BRISTOL” STEEL FISHING ROD CALENDAR for 1910

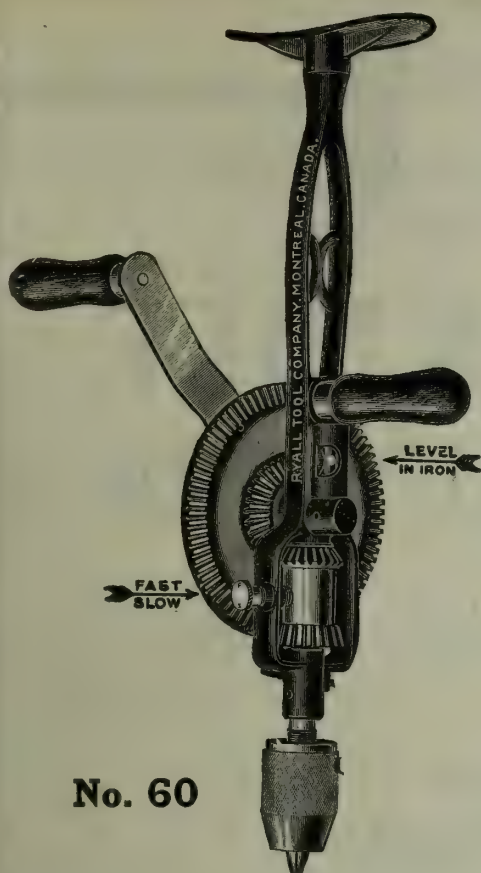
THIS is a reproduction in full colors of the famous painting by N. C. Wyeth, entitled “THE ENTHUSIAST.” It will be mailed FREE to any merchant who handles fishing tackle. No others need apply. This is such a beautiful poster that it will be admired by all who see it in your office, store or home. Send your name at once before the supply is gone.

THE HORTON MFG. CO., - Bristol, Conn., U.S.A.

COUPON

H. & M.

Do you handle “BRISTOL” Steel Fishing Rods?.....
Name.....
Street and Number.....
City..... State.....



No. 60

No. 60 Breast Drill

Manufactured by

Ryall Tool Company, Montreal, Canada

RYALL TOOL CO. Breast Drill is carefully designed and proportioned, durable, easy working and strong.

FRAME—Finished in black and yellow enamel.

HANDLES—Polished Hardwood.

BREAST PLATE—Adjustable to any position.

GEARS—All gear teeth cut from solid metal, and the small pinions from rolled steel bars. Double gears equalize the bearing.

CHUCK—Nickel-plated, three-jawed chuck with knurled sleeve, holding round straight shank drills No. 0- $\frac{1}{2}$ in. in diameter.

LEVEL—Is set in perfect alignment with the chuck and handle, which enables the drill to be held true. It is set in solid iron where it can be seen while in use, and is protected from all but intentional injury.

SPEEDS—Two speeds, one approximately three times faster than the other, readily changed to fast or slow by turning the knurled nut on the frame marked "F" and "S," at the same time turning the large gear slowly so the clutch may drop in.

SPINDLE—Runs in case-hardened, anti-friction cone bearing.

Length: 16 inches over all. Weight:—61 lbs. per doz.

Packed one drill only in a linen reinforced cardboard box.

Write for catalogue

Decatur, Bull & Co.

Selling Agents

MONTREAL, CANADA

How About Your Oil-Stove Business?

¶ Are you going to keep up-to-date and clinch it with the "FLORENCE-AUTOMATIC" line, or stay in the same old rut and compel your trade to secure the "Florence" elsewhere?



NO. 3 LOW—Three powerful Burners—Oil Reservoir holds one gallon—Height, 17 in. Top, 16 x 35 ins. Weight, crated, 64 lbs.

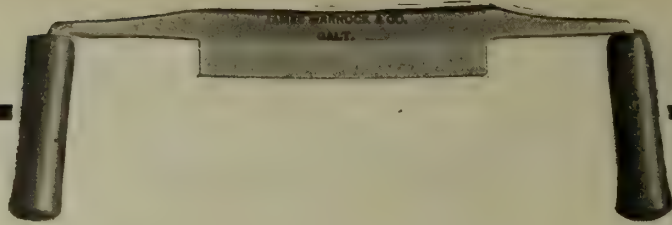
¶ The class of oil stove you buy this season decides the number of oil stove customers you will have the following season. We handle the "FLORENCE-AUTOMATIC" which is undoubtedly the best on the market. It is the stove that will give satisfaction, for it is constructed with the view of reducing and eliminating the objectionable features in other oil stoves, and the success which accompanied this endeavor eclipsed our highest aims. We have them in both the high and low styles, with either two or three burners.

¶ Try two or three NOW and place them in your window. They are a good selling line from the point of quality and profit also.

London, Toronto
Montreal Winnipeg

McCLARY'S

Vancouver, St. John, N.B.
Hamilton, Calgary



A HEADING KNIFE FOR TELEGRAPH WORK

We are the only Canadian Manufacturers of this tool.

It is one of our complete line of Edge and Lumbering Tools.

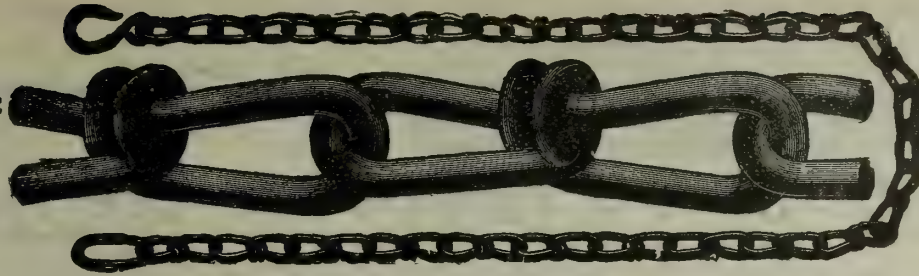
Are you handling the Allan Hills line? This is why you should:---

Our tools are made of Genuine Sheffield Steel by Steel Experts. We know that their quality is the very best, we guarantee it. And we give our goods a finish that helps very materially in stimulating sales.

SOLD BY ALL JOBBERS

Allan Hills Edge Tool Company
Limited

Galt :: Ontario



The Secret of Success

in the hardware business lies in recommending *articles of quality* to your customers, and you'll find the

GREENING STEEL WIRE CHAIN

a line that will bring increased business to your store because it is a satisfaction-giver. We claim that it is the strongest, lightest and most reliable chain for every purpose and its selling leaves you a good margin of profit.

Consult our catalogue. It explains the many uses of our Wire Chain, which will help you to be on the lookout for new customers in your district.

Ask your jobber for *Greening's*

The B. Greening Wire Co., Limited

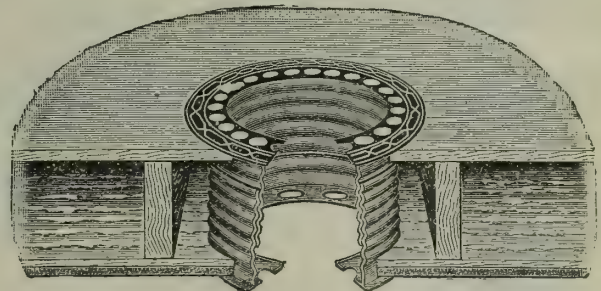
Hamilton, Ont.

Montreal, Que.

Young man with good retail experience to travel for our circulation department—Good chance for promotion.

MACLEAN PUB. CO.
TORONTO AND MONTREAL

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order, because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN
THE HARDWARE & METAL

Made by an improved method

We use the very best grade of galvanized sheet steel for our eavetroughing. The eavetroughing is made on a heavy power press and by an improved method. It is absolutely true and uniform.

EAVETROUGHING

On account of its uniformity, the joints of our eavetroughing fit together easily and accurately. Less solder is therefore required and less time in erecting. We supply our eavetroughing in either O. G. or Half-Round styles, and are prepared to furnish circular trough, curved to any radius, on short notice. You'll find it an easy matter to sell our eavetroughing and conductor pipe if you'll have your customers compare ours with others. Just send us an order to-day and let us prove to you how good our eavetroughing is.

Metal Shingle and Siding Co., Limited

Branch Office and Factory : Montreal, P.Q.

Head Office : Preston, Ont.

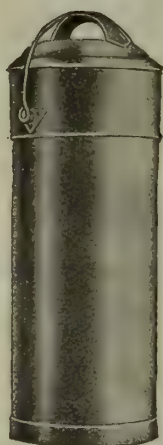
OUR GOODS CARRIED IN STOCK BY

Emerson & Fisher, Ltd., St. John, N.B.
J. A. Bernard, Quebec

G. P. Breckon & Co., Toronto
Clare & Brockest, Winnipeg

Ellis & Grogan, Calgary
Wm. N. O'Neil & Co., Vancouver

"Samson" Individual Cream Can Something Entirely New



- ¶ These cans are already replacing the large collecting tanks.
- ¶ The one fact that they are strictly sanitary,—no possible chance of sour cream,—is sufficient to endorse them.
- ¶ They are constructed of heavy tinned iron and are fitted with the famous "Samson" bottoms.
- ¶ The cover is absolutely dust proof, and being dome-shaped, will shed the rain.
- ¶ We have not got space to tell you all about it ; write us for a circular, and decide to be "in the swim."

McCLARY'S

London

Montreal

Toronto

Winnipeg

Vancouver

Hamilton

St. John, N.B.

Calgary

LEADED ART GLASS

Lead work is only one of our many lines, but we make it a specialty. We are prepared to fill all your orders for any kind of GLASS and you will always find our prices right.



Design No. 350. See
Catalogue, Page 1

Our stocks of PLATE, SHEET and FIGURED GLASS are large and complete, and prompt shipment can always be relied on

HOBBS MANUFACTURING CO., LIMITED

LONDON WINNIPEG TORONTO
MONTREAL

Here's the Machine

---that competitors
are copying

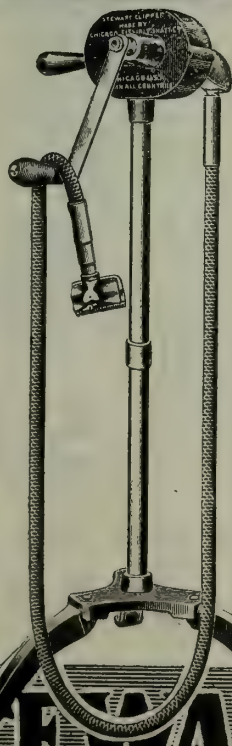
The superiority of our Stewart No. 1 over all clipping machines on earth caused one manufacturer to pilfer the idea. It was a steal—but, without a perfect result. The shape of the "counterfeit" resembles the Stewart; so does some of the mechanism. But the real principle of construction—the process that put the Stewart in the lead—they only guessed at. Don't sell "guess-work" machines. Sell the original machine—the machine that's backed with a quarter-century guarantee.

Why the Stewart?

We don't ask "shrewed buyers" to buy our machine because it was made in a certain country. We have more respect for their common sense. We just want horse-owners and dealers to know why the Stewart machine is the best machine.

CHICAGO FLEXIBLE SHAFT CO.

Write at once for our big
free catalogue



---the
Stewart No. 1
Horse Clipping Machine

The Stewart No. 1 has gears made from cut steel, hardened file hard, working parts enclosed in an oil bath and is equipped with plenty of best quality flexible shaft and the world famed Stewart one-nut tension knife.

We help the dealer

We are willing to give individual advertising to dealers who believe in square dealing and who want to sell more horse clipping machines. Write **at once** for particulars of our co-operation policy with hardware men.

It's to your interest as well as ours to sell the **Stewart**, because it's to the best interest of the **user** to **own** and operate one.

250 La Salle Avenue
CHICAGO, ILL.

STEWART

Black Sheets

All Grades

Large Stocks

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

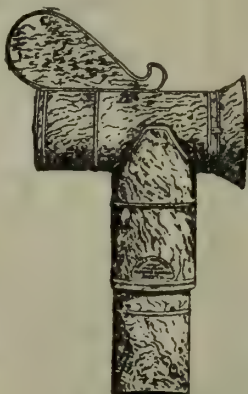
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.



DALLAIRE, CORON & COMPANY
Plumbers and Roofers

SOREL, January 18th, 1909.
J. W. HARRIS MFG. CO., LTD.
Montreal.

Gentlemen:—

Since a couple of years we have been using a great number of your "J. W. Harris Rotary Ventilators," and all of them have given us, and also to our clients, the most entire satisfaction. It is with pleasure we are giving this testimonial, and believe us,

Yours truly,

DALLAIRE, CORON & Co.

Made by

The J. W. Harris Mfg. Co., Ltd.
CONTRACTORS
Montreal



Steel Rim Locks

Insist on having the

NATIONAL BRAND

They are best, strongest and most durable

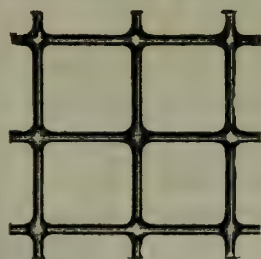
NATIONAL HARDWARE CO., Limited

ORILLIA

ONTARIO

CANADA

CANADA WIRE GOODS MFG. CO.



MANUFACTURERS OF EVERY KIND OF

**Iron, Steel, Brass and
Copper Wire Cloth**

*Crimped and Pressed Wire Work
of all Kinds*

HAMILTON - - ONTARIO

Tell Them You Saw it in Hardware and Metal.
The Advertiser Will Appreciate It.

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts.
We can get your money for you.

The Beardwood Agency

313 New York Life Building - MONTREAL

CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO.

GUELPH, ONT.

THOS. GARFITT & SON

SHEFFIELD ENGLAND

Manufacturers of

Reaper and Mower Supplies

Sections, Guard Plates
and Complete Knives by a
new process which gives very
fine results.

REPRESENTATIVES

JNO. L. RICHARDSON & CO.

65 Front St. E. TORONTO

BEST SELLER of the season

"DAISY"



Indoor
Sanitary
Earth
Closet

Neat

Compact

All Metal

Ventilated

The Daisy is all Metal except the hardwood seat. No odors can permeate it. Easily set up and sanitary.

PRICE \$10.00

Liberal Discount to the Trade.
Write for Descriptive Circular.

**The Toronto Furnace and
Crematory Co., Limited**

72 King St. East, Toronto

Oakey's

The original and only Genuine
Preparation for Cleaning Out-
let. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

THE WHITE MOP WRINGER COMPANY

offers the Largest Line of Mop
Wringers in the World. Latest
improvements. Up-to-date.
Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to oper-
ate, wrings driest, and is the
most durable on the mar-
ket. Adapted to sheet iron
or wooden pails. Free dis-
play rack. Liberal discounts.
Write to-day for catalogue.

MADE IN CANADA

**WHITE MOP
WRINGER CO.**

Fultonville, N.Y.

Manufacturers
of Mop
Wringers
exclusively



This
Trade Mark
Insures
Genuineness
Originality
Perfection
Satisfaction



DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

F. N. BURT COMPANY, Limited
TORONTO

Counter Check Books

"GET THE BEST"

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S
SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Webusch & Hilger, Limited, special New York
Representatives, 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

FILTERS.

Anti-Splash Tap Filters

The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers.
We supply display cards that sell them.
Write for Prices and Sample.

The Anti-Splash Filter Co.
OWEN SOUND - - - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind.
Has many working advantages over the ordinary spring,
and has twice the wear. In use throughout Great Britain
and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GALVANIZING.

GALVANIZING.

Work and Prices Right
ONTARIO WIND ENGINE & PUMP
CO., Limited
Toronto, Ont.

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings,
Axle Nuts, etc., etc.

Manufactured by

P. KYLE, Merrickville, Ontario

Catalogue furnished on application

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufac-
turers' Agents. Cars Distributed. Warehoused
and Forwarded. Warehouse on Trans-
fer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

MANUFACTURERS' AGENTS.

THOMPSON & GUNN

333 Gore Avenue, VANCOUVER, B.C.

Famous "RELIANCE" Hot Water BOILERS

and "IDEAL" Hot Air FURNACES

MODERN "ALASKA" STEEL RANGES

Cooking and Heating Stoves

WRITE FOR PRICES

P. R. CUMMING

Manufacturers' Agent

Hardware, Hardware Specialties
Housefurnishings Woodenware, Etc.
Car Shipments a Specialty

Correspondence Solicited

347 Pender St. W. - VANCOUVER, B.C.

METAL PRODUCTS.

Established 1880

NEITHER FICTITIOUS NOR EXORBITANT

ORDER AND USE

LANGWELL'S BABBITT

GEORGE LANGWELL & SON, Makers, MONTREAL

NAILS.

JAMES PENDER & CO., Ltd.

ST. JOHN, N.B.

Manufacturers of

Coated Wire Box Nails, "ACME" Galvan-
ized Wire Nails, also "STANDARD" Toe Best in
Calks—Blunt and Sharp Canada

Horse Nails, Etc.

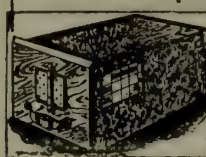
RIVETS AND STEEL PRODUCTS.

The **PARMENTER BULLOCH CO., Ltd.**

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoes and Overshoe
Buckles, Fellos Plates.

Goods Well Displayed are Half Sold!



The most attractive, most dur-
able and most serviceable shelf
box on the market is the

BENNETT STEEL
HARDWARE SHELF BOX

Saves 20% Shelf Room
over wooden boxes

Write for Catalogue and Price List.
CAMERON and CAMPBELL
83 Richmond St. W. Toronto.

T. W. HEMPHILL & CO.,

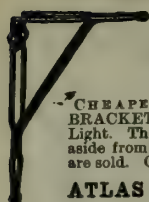
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Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be **NOTHING BETTER, NOTHING CHEAPER** than the **BRADLEY STEEL BRACKET**. It is well japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

FEED COOKERS



MAKE MORE MONEY

Put in a stock of

FEED COOKERS

We make all sizes

Write

JAMES & REID
PERTH, ONT.

for catalogue and prices

SPRAYERS



HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruits vegetables, disinfectants.

SEND FOR CATALOGUE AND PRICE LIST
COLLINS MFG. CO. TORONTO

SOLDER

TINKERS' SOLDER

Bars to the lb. Our Phone No. is Main 1729
We will be pleased to quote you.

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

SNAPS.

COVERT MFG. CO., TROY, N.Y.



No. 70 Polo
The Steel Spring Snap
that has a "snap."

No. 400 King
The Snap without a
peer

**Tender for Hardware,
Heating and Plumbing Business
FOR SALE BY TENDER**

The Stock of Hardware, Machinery, Store and Office Furniture and Fixtures, good-will, connected with and belonging to the business of

BUTTERWORTH & COMPANY
LIMITED

Carried on at No. 197 Sparks Street, Ottawa, as per Inventory.

TENDERS marked as such and addressed "Butterworth & Company, Limited, 197 Sparks Street, Ottawa," will be received up to and inclusive of Monday, 7th March, 1910.

The highest or any tender not necessarily accepted.

Inventories can be inspected at the office of the Company, at 197 Sparks St., Ottawa.

Intending purchasers can also receive information by applying to The Toronto General Trusts Corporation, 30 Elgin St., Ottawa.

A most favorable opportunity is now offered for the acquisition of a well ordered business which has been established upwards of 36 years.

E. B. BUTTERWORTH.

President Butterworth & Company, Limited.
Dated Ottawa, February 19, 1910.

STEEL TROUGHS.



MAPLE EVAPORATORS

at a price within the reach of anyone. They make first-class syrup with a small amount of fuel. A great seller. Write us.

Agents Wanted

The Steel Trough & Machine Co., Ltd., Tweed, Ont., Can.

TOOLS.



AN ARMSTRONG BORING TOOL is always ready for use. Should be on every lathe. Saves all forging 70 % Grinding; 90 % tool steel. Write for Catalog.

ARMSTRONG
BROS. TOOL CO.
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Ave.
CHICAGO, U. S. A.



VENTILATORS.



Ventilators and Chimney Cowl

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO

Factory 55 St. Paul Street
Office 107 St. James Street
MONTREAL



Lawn Fences

ORNAMENTAL IRON AND WIRE

that secures orders. Now is the time for business. Write for particulars and terms to dealers.

DENNIS WIRE AND IRON WORKS CO., LIMITED

LONDON, ONTARIO

GALVANIZED FENCE HOOK

For Fastening Wooden Picket Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.
Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

SIXTY SWISS ARMY RIFLES, at \$2.50 each.
Box 920, HARDWARE AND METAL, Toronto, (48)

This advertisement was inserted in two issues of our paper and cost 39c.

F. Y. W. Braithwaite, Blind River, Ont., wrote us Nov. 27, that it brought us replies from almost every province of the Dominion.

Our Want Ad. page is at your service every week. If you have anything to sell to Hardware dealers in Canada, or wish to buy anything from them, try a want ad. You will find it will give you **Economical, Efficient and Quick** service.

RATES:—2c. per word for the first insertion.

1c. per word for each subsequent insertion.

5c. additional each insertion when box number is required.

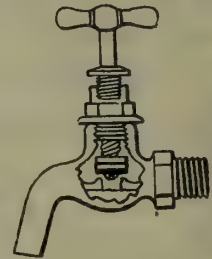
PLUMBERS' BRASS WORK

That DRIP-DRIP-DRIP of the leaky sink tap may appear a matter of little importance.



J.M.T. Cushion-Disc Bibb Cock

It's the little things though that frequently cause the greatest annoyance, and "drip trouble" is one of them to the careful housewife or domestic.



WHY NOT pay the little difference and get a **J.M.T. CUSHION DISC** Faucet for the sink or laundry. They close with the minimum pressure. They don't leak. Used on the best jobs.

We also have other lines which give equal satisfaction—good material, substantial design.

The James Morrison Brass Mfg. Co., Ltd.,

93-97 Adelaide St. W.
TORONTO

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of
**BUILDERS' CABINETS, FANCY AND
NAVAL BRASS FOUNDRY**

Original Patentees and Manufacturers of
Cartland Patent Helical, Climax, Adjustable,
and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed



Sure as the Sun rises tomorrow there will be a heavy demand for all goods this coming season. To many dealers McDougall Pumps in the past have been conceded their most satisfactory line and our constant aim is to improve. We therefore anticipate a largely increased business this year and will always maintain the Standard quality "Aremacdee."

Increased facilities will enable us to take care of your wants, but early specifications will be much appreciated.

*Catalogue certainly
for the asking*

The R. McDOUGALL CO.

Galt, Canada

LIMITED

A Money-Making Household Necessity

That truthfully describes the Maple Leaf Clothes Drier. It has been on the market several years and has proved a great success wherever introduced.

The Maple Leaf Clothes Drier

is used for drying washing in the kitchen. Every housewife in your locality is a possible customer for it. It hangs near the ceiling, out of the way, and in the warmest part of the room. It is lowered and raised at will. When not in use it may be detached and placed aside until next wash day. No woman in your locality will continue to hang clothes outside in winter once you have shown her the Map'le Leaf Drier. It retails at \$2.00 leaving you an excellent profit.

Write for Circulars

Ronald MacMaster, Vancouver, B.C.

Ontario Sales Agents, Stewart & Co., 122 Wellington St. W., Toronto

Agency Appointment

We are Machinists, Tool Makers and Ironfounders

We make Stocks, Dies, Taps, Screwing Machines, Engineers' Tools, Gasfitters' Tools, Joiners' Tools and Smiths' Tools

Also Copying, Embossing, Fly and General Presses, and Iron Castings.

Our products more than hold their own in the open British market and in the neutral markets of the world.

No order is too small to receive our closest attention.

We desire capable representation in Canada and are prepared to give the right people every reasonable support.

S. A. DANIELL, LIMITED

Lion Works, Birmingham, England

A. B. C. Code, 4th and 5th Edition used.

"Brantford" "Roofing"

FREE
A Series of Retail Ads

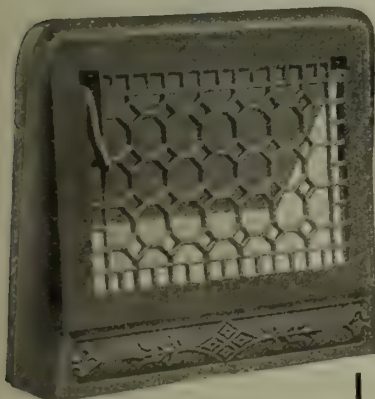
We have had a series of roofing advertisements prepared at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads. are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing," it's time you were. Better write for our proposition.

BRANTFORD ROOFING CO., Limited

Winnipeg Agents: General Supply Co. of Canada, Limited, Market and Louise Sts.

:: BRANTFORD, CANADA

Montreal Branch: 300 St. James St., Montreal, Que.



The Moorish Sidewall Register.

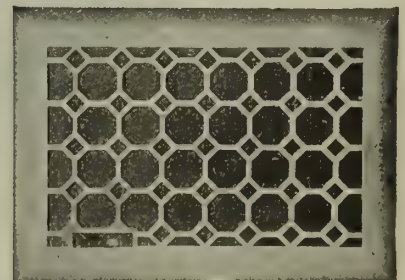
The Bull's Eye of Perfection

REGISTERS, FACES, BORDERS

"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company
Bridgeburg Ontario



The New Convex Reversible Wafer

Dominion
IMPROVED & PROVED
Ammunition



WHEN a man fills his belt with ammunition he should assure himself that each cartridge is as perfect as human skill, ingenuity and careful inspection can make it.

DOMINION metallic ammunition is that kind. Made by Canadians for the whole world.

PRICES are right, goods are right. A new box free for every misfire of present product.

Dominion Cartridge Company, Ltd., Montreal

KEMP'S TEA KETTLES

In Diamond or Pearl Ware
Bodies and bottoms stamped from one piece of sheet steel

Packed separately in cardboard boxes



Flat Bottom

No.	50	60	70	80	90
Inches	6	7½	8¾	9¾	10¾
Case Lots	1	1	1	1	1

Prices on
Application



Pit Bottom

Stove Size No.	7	8	9
Quarts	5	7	8
Case Lots	1	1	1

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG, Man.

THE KEMP MFG. CO., of Montreal
39 St. Antoine Street, MONTREAL, Que.

Municipalities Ask for Local Option in Assessments

Opinions of Ontario Hardwaremen on the Workings out of the Present Business Tax—Sentiment Seems to Favor Taxing Land Values—No Tax on Improvements at Edmonton—If we are to Have Local Option in Liquor Legislation, Why Not Local Option in Assessment Matters?

The assessment committee of the Ontario Legislature having decided not to recommend any change in the present business tax Hardware and Metal has asked a number of representative hardwaremen in various parts of Ontario to express their views on the workings out of this measure and their replies indicate that while many are satisfied with things as they are, that there is a strong feeling in favor of increasing the tax on land values and either lessening or abolishing taxes on improvements.

The Ontario Legislature has been petitioned by 270 municipalities, including Toronto and Ottawa, the largest cities, to so frame the new assessment law that municipal councils may, if they desire, levy a lighter rate of taxation on improvements than on land values. The Assessment Committee, however, is opposed to such a change and favors maintaining a uniform system of taxation in all municipalities throughout the Provinces.

While objection might be taken to a request that a provincial law be passed along the lines suggested, Hardware and Metal can see no reason why an optional law should not be passed giving such municipalities as desire the right to try taxing land and exempting improvements. Municipalities have been given the right to deal with the liquor problem and why should they not be given equal power in the matter of deciding upon the means of raising their taxes?

The subject is a live one just now and Hardware and Metal suggests that consideration be made to the views expressed in the accompanying letters and that letters be sent by merchants to members of the Legislature giving an expression of their opinion on the assessment problem.

The letter from Edmonton is published along with the Ontario letters in order to explain the system in force in that progressive Alberta city.

SATISFIED WITH PRESENT ACT.

By A. B. C., Listowel.

We think the present business tax a fair way as we have only about half the taxes to pay and the stock on hand makes no difference.

Heretofore in the old way, we had much more taxes to pay. We find it satisfactory to us.

IMPROVEMENTS NOT TAXED.

By F. M. C. Crosskill, Edmonton.

The impression seems to have got about that we use the Single Tax System in Edmonton, but it is not so. The system that we use differs from the Single Tax in that we tax business and incomes as well as land. For the last five years we have not been taxing improvements on property. Our method is to assess the land for its full value, that is for what it would likely bring

if put up for sale at any time, and not boom prices. A lot with a forty thousand dollar building on it would not be assessed for more than a vacant lot similarly situated. This method of assessing has proved very satisfactory here.

In regard to our business tax, we assess on floor space, so much per square foot at a different rate for different kinds of businesses according to the space required to carry on the business. For instance, businesses carrying bulky goods would not be assessed at as high a rate as a business carrying a more compact kind of goods, and banks and financial offices we assess at a higher rate still. The number of square feet is multiplied by the classification rate and placed on the assessment roll and the same rate applied as for land, income, etc. This manner of assessing businesses appears to be satisfactory to most of our business men. We have amended the rate per foot from year to year until we have a very fair classification of rates.

For incomes, we assess all amounts over one thousand dollars.

IMPROVEMENT ON OLD ACT.

By A. D. Armstrong, Bridgden.

We do not think the business tax that stands to-day is a fair way of assessing retail businesses. It is an improvement on the old act, but a tax based on land values would be still more satisfactory.

FAVORS LAND VALUES.

By J. E. W., Ailsa Craig.

I do not think the business tax a fair way of assessing the different kinds of business in a community by any means, but I think the system is all right if they only had a just way of taxing each individual, according to the business he does and the profits of that business as a way at coming at a fair assessment of the business.

I understand that a business comprising machinery is exempt from taxation for business tax, which I do not think is quite fair, also I know of contractors who are only taxed the minimum and will still turn over a much larger business in the year than some of us merchants and they are only taxed the minimum amount. A copy of the Assessors Guide, gotten out by the Municipal World, St. Thomas, would give much information on this subject.

My own experience in this matter is, that it has made very little difference to us between the old and the present one in vogue.

In regard to tax on land values, I am and have been for some time, the firm believer on taxing land only, still there are exceptions to this rule also, which does not apply to small towns like it does to cities. Take it for instance in

your own city the Confederation Life Building and several other very costly buildings, which should be taxed on the percentage basis of cost, with a depreciation from year to year as the building got older, on the assessment rate for the building only, the land would be assessed to its full value every year, whether it recedes or accedes in the real estate market. However, I have never given my mind to studying out that particular part of assessing those expensive buildings, but I think it could be worked out by those who have had some experience in that line.

TAXES LOWER UNDER NEW ACT.

By J. S. Weichel, Elmira.

The business tax as it stands to-day has been of benefit to us since its introduction. Our experience is that our taxes are lower under the new act. It might not be so beneficial to retailers in the larger centres, but we believe the retailers are really gainers in the smaller towns and villages.

A TAX ON INDUSTRY.

By F. E. Richardson, Harrow.

I quite agree with the contention that the business tax should be governed by the value of the land. We at present have built a nice store which is a big help to the town and country and in return we will have to pay a higher business tax. After the experience we have had, if the present system was continued and we were doing it over again we would simply build a one storey building large enough to accommodate the business and have no regard whatever to outside appearance, or the effect it would have on the appearance of the town. It would simply be a business proposition as we consider it very unjust to parties building to have to pay extra taxes for so doing.

At the time we built there was a space between our lot and the next building of ten feet which would have been of very little use to any one, and for the sake of the appearance of the street we purchased the extra ten feet and built on it at an expense of about \$1,000 extra. We have two offices to rent in this building which rental barely pays the amount of interest on the investment. We have added greatly to the appearance of the street, but all we get in return is higher taxes.

We have reason to feel very strongly on this point and feel certain that if an inquiry is made the result will be a change.

OPPOSED TO PRESENT SYSTEM.

By John W. Zavitz, Wallaceburg.

You ask me if I consider the present system satisfactory and I say emphatically "No." I never had any experience under the old Act, but may say that

the objections to the present system are as follows:

1. The fact of the present system of assessing the business on the state of the building occupied has the effect of keeping a business man from improving his buildings.

2. An opposition dealer may do double the business that we do and he may be in a building worth only half what ours is and we would be assessed double what he is.

We would strongly recommend the assessment of land values, as it is granted that a lot on the main street is worth much more than a lot on the side street and at the same time the business man occupying the main street lot has a better stand than the business man occupying the lot on the side street.

We are of the opinion that if a business man was taxed on land values he would be more ready to improve his buildings, and at the same time the taxation would be placed more correctly.

WHY A PERSONAL TAX?

By D. Ferguson, Teeswater.

I have not given the matter any particular study, but from present appearance the business tax as it stands today is a great improvement over the old way as it catches a number of butters-in that do business in a small way and makes them pay the business tax which under the old system they escaped.

As to taxing the land only a farmer can own a fine farm and his tax rate is not the actual cash value of farm, but in many cases about half and is not assessed for his personal property. Looking at the farmer's case why should we pay a personal tax?

PRESENT ACT FAIR.

By W. H. Richardson, Essex.

The assessment act as it stands today is fair for the retail business man. Under the old Act it was difficult for the assessor to arrive at the real value of stock to assess, it gave an opportunity for too much "shuffling." I have been rather favorable to the tax on land values, but it would require careful work to make the change.

SAVES A LOT OF LYING.

By H. M., Brantford.

Every municipality has expenses that have to be met by taxing the people, and the only difficulty is to arrive at what is the proper and fair share for each. The present method is to my mind, fair and equitable and it does away with a lot of lying. If the assessment is on a fair basis, the present system is all right. Any system will be weak somewhere.

One of my competitors carries a line of stoves and furnaces, but they used to claim the line did not belong to them, but to the manufacturers, who have (as manufacturers) a fixed assessment with the city. As it is now, it does not matter who owns the stock. But you can see the unfairness of the former arrangement to other dealers as well as to every tax payer. A tax on land values would not, in my opinion, be an improvement on the present system.

PRESENT SYSTEM SATISFACTORY.

By J. B. Carscallen, Dresden.

I think the present system works all right here. I thought at first that it would not work, but it seems to be giving good satisfaction now, better than the old way.

PRESENT ACT UNFAIR.

By J. Walton Peart, St. Marys.

The writer is interested in the Assessment Act, for two reasons: first, that he is on the assessment committee for the town; secondly, he has found that under the assessment department in vogue in this province, we are paying far more than our equitable share on business assessment.

We have had, since we started business, an experience which shows conclusively that the present method of fixing the business assessment is absolutely wrong in principle. Our store building, which is a fairly good property, is assessed at \$6,000, making our business tax \$2,100; next door to us there is a dry goods concern, doing

business in a building, not so good as ours, and assessed at \$5,500, making their business tax \$1,925, while at the same time they have been doing at least twice and possibly three times the business we have, and carrying stock in like proportion, greater than ours.

The council of 1909 signed a petition, sent them, we believe, by the Single Tax Association, asking for a return to the old system of assessing stock values or some system which would provide a more equitable arrangement of the taxes. It appears to us that the present system has no redeeming features whatever, and we cannot understand why the government should persist in continuing it.

The system adopted in the province of Saskatchewan would appear to be a fairly good one, i.e., to levy business tax according to the floor space and style of the business. I am not familiar with the details of the law, but on the face of it, it looks as if it might be a very equitable arrangement.

I am sending a copy of this letter to Mr. Nelson Monteith, asking him to forward it to the government at Toronto.

The Saving of Your Wages Produces No Sacrifice

President of a Large Company Advises His Employees to Put By Twenty Per cent. of Their Salaries—Advance Usually Comes to the Thrifty Man—The Wastes That Count.

By Edward D. Easton in N. Y. Commercial.

"Why don't you take a slip of paper now and write down something like this: 'Beginning' to-day I'm going to put by twenty per cent. of my salary—that settles it!"

Try Writing it Down.

"I have noticed that it often makes a good decision ten times as good to get it down on paper. You try it.

"If you had done that three or four years ago, twenty per cent. wouldn't look like a hardship now—and you could have done it, you know you could.

"When you have stuck to it through the first straight year, that saving plan becomes an easy habit. You don't feel as if you had been denying yourself after all, when your savings have begun to accumulate.

"And you find you don't want some of those things that you would think you wanted if it were not for that bank book that stiffens your inside pocket. It makes you think twice to spend once, and the chances are you find yourself astonished to realize how many things you must have on first thought and wouldn't give a snap for on the second thought. But do your saving on a plan. Make it regular. Form the habit.

The Little Wastes That Count.

"It's the little wastes that count. Things like this have been said so often that they usually hit the extravagant man on a sore spot. Yet it is true the first time it was said, it's true now, and it will still be true later on when you are figuring how much you own, instead of how much you earn. You may say this

is your private affair, not the company's affair; yes, but it is the company's concern, too.

"Every good manager of a corporation is sure to first demonstrate his fitness by a good management of his own affairs, and he cannot safely be trusted with the larger until he can master the smaller proposition. The same principles and the same methods are used in the successful management of a ten million dollar corporation as are employed in the right handling of a ten dollar salary.

"Our company is advancing men all the time, and is keenly anxious to advance others. All other things being equal, the man who is able to conserve his own affairs must always be the one chosen to handle the company's affairs. The thrifty man, whose savings are regular, and whose employers know him to be steady in habits and never in debt, is sure to get ahead of the man of brilliance who cannot live within his income.

Extravagance Decried.

"The future success of the company depends on the men now growing up in the service. Those who are wasteful, extravagant, living up to their utmost cent, will surely fail to do valuable work and the company cannot long continue to employ them.

"Those who are not only efficient but careful and economical will be advanced and share with the company in that prosperity which is thus assured; and this applies to everyone—from the stock boy just starting, all the way up to the most responsible manager."

Suggestions as to What to do Next Month

Merchants Must Have New Stock on Hand Ready for the Spring Rush—The Stores Should be Made to Radiate the Spring Feeling—Careful Canvassing of New Probable Customers—Housecleaning and Builders' Hardware, Two Lines to Bring Forward Prominently—The Enthusiastic Fisherman Should be Looked After—Lines for the Belated Merchant to Order—The Man Who Hustles After the Trade is the One Who Will Get the Best Results.

Hardwaremen who have not placed their spring orders with the jobbers should lose no time now. This is the last call. Unless a merchant wishes the demand to come upon him while he is unprepared, with stocks unassorted, and the whole selling force disorganized, he should hurry up with his orders. Just at present the shipping departments of the jobbing houses are working with machine like evenness and rapidity. A sudden rush of orders may alter all this and the merchant who is waiting for his goods, while the customers are clamoring in the store, is in a terrible plight. He is not only losing trade but, what is worse, he is losing reputation. And a house's name is what counts.

Indications are that the spring will open much earlier this year, all the more reason, therefore, why the merchant should be prompt with his requirements. Prospects look good for a very heavy consumptive demand. The farmers, with a good year behind them, and with every reason to expect a coming better one, are in a confident state of mind. They have not bought with their accustomed freedom for the last two years. With encouragement they will have their fling this spring. The good housewife has denied herself of many little household necessities. Now that there is something in the bank she is going to do some purchasing. This is your opportunity, hardwaremen, so get after the trade for all it is worth.

Show a Spring Feeling.

A great deal depends upon the way the merchant opens his spring trade. Not only to his customers, but to his store, and the spirit actuating it. Let the spring feeling in the air actuate the store. Let the windows and the whole appearance of the premises reflect the change in the climatic conditions, so that customers will feel that their friend, the hardwareman, like themselves, is feeling good over the growing strength of the sun, and the change in nature. Make them say: "Why it made me feel good to see So and So's store to-day. It looked so cheerful, and he has such a fine lot of new stuff."

If the merchant thinks that his customers, especially the women, are so indifferent to the stock he carries as to be oblivious as to what is new and what is old he is very much mistaken. Therefore, if the merchant has his new stock in, and everything prepared for the spring call, his clerks waiting to pounce upon the customers, his books in apple pie order to put down the new business, he shows a fine front to the community. He is confident and eager to do business.

But if the stock is delayed; if the merchant has put off the necessary preparatory work of the store until the demand has come, he is unprepared. The whole store will reflect this spirit. The merchant will be worried, the clerks will be worried, and the windows with

the old stock showing will look equally worried. Starting badly the merchant may not recover all through the year. Much depends upon the opening of the game. Therefore, hardwaremen, order now and with confidence.

Get After New Business.

Few hardwaremen go after new business in the way they should. How many merchants keep a strict outlook after new residents, and make personal calls upon them. Yet this would pay. Call upon strangers, welcome them to the district, offer to help them in any way, and incidentally leave a catalogue or any trade circular you may publish. Make the call yourself, if possible. It enhances the importance of the visit. It makes the new arrivals feel that they have a friend in the district. They will be pleased, and the next time anything is wanted your store gets the benefit, and not, may be, the other man. Besides the people who have moved into a fresh neighborhood always want a lot of new hardware. So the visit is bound to pay the merchant well. Keep close watch not only on the new arrivals, but on those who are moving this spring, and upon the young couples who are contemplating getting married. Let them know in a quiet inoffensive way that there is only one house for household hardware.

House-cleaning Utensils.

Towards the end of the month a good display of house-cleaning utensils could with advantage be made. To the busy housekeeper the idea of spring is always associated with house cleaning. The hardware store can fit her right up with everything she wants, including carpet sweepers, washing machines, wringers, scrubbing brushes, pails, curtain stretchers, polishes, window cleaners, mop wringers, and step ladders. Electrical and hand vacuum cleaners should not be lost sight of. There is a growing demand for these latest utilities, and the merchant would do well to include a few in his spring ordering. A very striking window can be made of housecleaning goods alone. Certain it is it would attract the women folk, and they are the buyers of the future.

At the same time the merchant can include in this window tins of household paints. This would of course be in addition to his general paint window display. Spring cleaning will reveal the wear and tear of the winter. Children's feet have played havoc with chairs and floors. With the household goods, therefore, place tins of paint stains, enamels, bronze and aluminum. Kalsomine, too, will be needed, and at the same time do not forget the brushes. Catch phrases which will appeal to the women should be used, and each article priced. A woman likes to know the cost of an article before buying.

Builders' Hardware.

Builders' hardware, too, is a line to which merchants should pay particular

attention. A strong building boom is promised us this spring, and the stock, therefore, should be carefully assorted. Builders' hardware is a department that merchants should push well. It is a profitable line and consumers are going in for better class goods than they were. Builders' hardware, when properly displayed, especially in the interior of the store, forms a very pleasing decoration, and therefore performs a two-fold office. Merchants should remember that last year certain lines of lock sets were hard to obtain, and take warning this spring. Already special finished lines are behind hand in delivery from the makers.

The Enthusiastic Fisherman.

Fishing tackle should this month come under the attention of the merchant. Before the ice has cleared off all the lakes the fisherman is out seeking his sport. We take it that all the lines have been sorted up, and are stocked in their proper places. The merchant, therefore, is ready for the rush, as the fisherman is generally one of the first spring arrivals. Be sure, therefore, that everything is on hand. Complete assortments of rods, reels, bait, lines, cans and so on. Very artistic windows can be made out of fishing tackle, and with little or no extraneous aid in the way of scenic material. A nice rod and line is quite sufficient display for the fisherman, his imagination can easily supply the fish that should be on the end of it.

Lines to Order.

It is impossible to lay down a hard and fast rule for ordering, but for the guidance of those who have not already ordered, we enumerate some lines which should be in stock. House cleaning utensils, not forgetting vacuum cleaners, refrigerators, ice cream freezers, screen doors and hinges, green wire cloth, poultry netting, barb and plain wire, fishing tackle, lawn goods, gardeners' tools, builders' hardware, paints, glass, putty and paris green. Fancy lines in clocks, china specialties, cutlery, silverware should not be neglected on account of the coming June brides.

Plan and Hustle.

One word more. Elaborate your plans for getting business. Do not sit still, and fancy that trade will come to you. It is the man who thinks a lot, and who hustles a lot, who reaps the harvest. Now is the time to do the planning. Now, when things are on the quiet side, and customers are not rushing in. Study well your advertising campaign. Think whether the efforts in this direction last year were as powerful and as effective as they should have been. Were the right methods used. Was the talking matter strong enough, and so on. Everything can bear improvement, and the merchant who is content with what he did one year is not looking out for better results in another. He is willing to stagnate. Do not plan only for the spring, plan further ahead, even so far as the fall. Profit by previous experiences, and previous mistakes. Do not be afraid to make drastic alterations in the selling force, in the stock and in the store itself. It is the man who realises his shortcomings, and who is willing to alter them, who gets ahead.

Many Advantages Gained by Organization.

A Member of the Ontario Retail Hardware Association Makes a Study of the Methods of Manufacturing White Lead, After Visiting a Corroding Works With Other Retailers—Insurance Combine Fails to Strengthen its Monopoly—Ontario Hardwaremen Visit Convention at Toledo—Picton Hardwaremen Work Together.

THE MAKING OF WHITE LEAD.

At the time of the Ontario Retail Hardware Association Excursion to Montreal last August, it was suggested that the various retailers in the party take note of the processes of manufacture seen in the various factories visited and be prepared to describe them to less fortunate members who visited the convention at London. Robert Smith, of Smith & Schaefer, Bolton, took the suggestion up and prepared a paper on the manufacture of white lead, which was placed in the secretary's hands a week before the convention. Time, however, did not permit its reading and it is, therefore, reproduced for the benefit of hardwaremen who desire to know more about an article they are selling every day. Mr. Smith's paper follows:

Paper on White Lead.

The idea of reading a paper on white lead before the London convention of the Ontario Retail Hardware and Stove Dealers' Association, occurred to me after we had visited the extensive paint works of the Sherwin-Williams Co., the Canada Paint Co. and the white lead works of Brandram-Henderson, Ltd., last summer, when we were on our excursion to Montreal. What information I have was partly picked up at that time, and the balance has been procured from books written by men who are recognized as authorities on this subject.

It is not known when white lead was first made, who made it, or to what country it owes its birth. It has been used as a pigment for centuries; the Romans and Greeks using the native carbonate of lead, or natural pigment. This natural pigment is only found in comparatively small quantities, and it is no wonder that a process for the artificial production of white lead was soon found out and adopted, with the result that the natural pigment, or cerussite, as it is known, is not now used as a pigment.

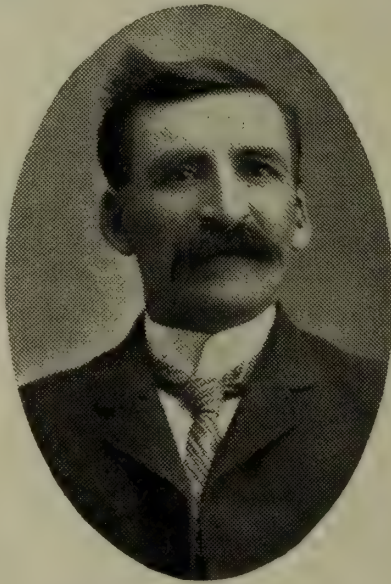
The oldest known method for manufacturing white lead is that known as the "Dutch Method," from the supposition that it was invented in Holland, it is described as the Dutch Process in an English patent granted in 1787, and there is no doubt but that it is the process referred to in three earlier patents, granted in 1622, 1635 and 1754, in which it is spoken of as an "Old Process." Evidently white lead has been made for several centuries. During all this period there has been but little change made in the Dutch Process. But in the interval inventors have not been idle, for there is no other pigment which has attracted so much attention at their hands as white lead; and the number of processes and modifications of processes, which have been devised, is almost innumerable. With all this invention, the ancient Dutch Method is still most widely used. I will therefore, confine myself to the "Dutch Process" for the manufacture of white lead, and

not touch upon the other miscellaneous methods.

The Dutch Process.

The Dutch method for the manufacture of white lead is used in all parts of the world, and there is but little variation in the details of the process, and in the construction of the plants used in the different countries. It is also known as the "Stack Process." The plant consists of brick chambers, called stacks, the size of which varies but little. Those we saw in Montreal were 20x20x30 feet high, being built below the ground to a depth of six feet. All white lead works have a number of these stacks, so as to keep the workmen fully employed in filling and emptying them. There were ten stacks in the plant we went through last summer.

After the stacks have been built the other things necessary to make lead by



ROBERT SMITH, Bolton,

A Retailer Who Visits Hardware Manufacturing Plants to Learn More About the Goods he Sells.

the Dutch Process are as follows:—earthen pots, acetic acid, tan bark, horse manure, loose boards, and last, but not least, pig lead. The earthenware pots resemble flower pots somewhat, excepting they have a small shelf running around the inside.

The pig lead is cast into buckles, with a small tab underneath, so as to allow an air space, and the stack is built up as follows:

First a layer of ashes or cinders is placed in the bottom of the stack, and pounded until a smooth hard surface is made. On top of this is placed a layer of spent tan bark, and horse manure mixed, this is evenly spread, and firmly pressed down. On it is placed a layer of pots, which layer is kept at a distance of about six inches from the sides

of the stack. In the works we saw last summer the outside layer of pots are made of a larger size than the others, so as to act as supports for a layer of flooring boards.

In the bottom of these pots is placed some weak acetic acid, or vinegar. This diluted acid contains some two or three per cent. of actual acetic acid. On the shelf inside of the pot is placed a roll of thin sheet lead, made from a strip of lead. In a stack of ordinary dimensions some 11,000 to 12,000 of these pots will be used, and they will contain from 3,000 gallons of weak acid.

On the top of the pots is placed a layer of lead buckles. These are placed on top of each other, in a layer of about from three to five inches thick; above these comes the layer of flooring boards, a space of about six inches being left between them. On the top of the boards another layer of tan bark and horse manure mixed, then a layer of pots, then a layer of buckles, then another layer of boards, and so on, until the stack is completely built up. The number of sets of layers varies from seven to eleven. The doorway in the stack extends from the top to the bottom; through it the filling of the stack is done, and it is closed as the work progresses by boarding, but a small space is left at the top through which the progress of the operation can be observed, and fresh additions of material made as required to allow for the sinking of the tan, etc.

The quantity of the lead used varies considerable, or from about three to seven tons in a layer of materials, so that in a large stack there may be something like eighty tons of lead.

Let Stand Four Months.

When the stack is built up it is left for a period of about four months. During this period the stack gets quite hot (140 degrees Fahrenheit) through the fermentation of the tan bark and horse manure. Large quantities of carbonic acid gas are given off, and the acetic acid is converted into vapor. The blue, or metal lead is gradually converted into white lead. At the end of four months the stack is pulled to pieces. As the boards are removed it is found that the lead, which has been corroded still retains the shape of the blue lead, but is more bulky in volume, is white, and opaque. The corrosions are not of a uniform character throughout the whole stack; in some places they are porcelainous and flaky, are firm to handle, do not break up, and give the best quality of white lead.

As the stack is pulled to pieces the corrosions are carried to the grinding rooms, and are treated by being passed through rollers, which break up the masses, the white lead being ground to powder, while the unchanged blue lead is flattened out into thin sheets. The crushed materials are then sieved, which separates the white from the blue lead: the latter is sent to the melting pot,

where it is melted and recast in buckles, and is then used in the building of another stack.

The Grinding Process.

After the white lead is separated from the blue lead, it is passed into tanks full of water, where it is thoroughly agitated, and the small traces of acetate of lead, which the corroded lead contains, washed out of it. While still wet the white lead is ground as fine as possible under edge runners, or between rollers, and as the grinding must be thorough, the lead must be passed through several sets of mills. The wet lead is then dried, and is next ready to be ground in oil.

There are several methods of grinding white lead in oil, but the one most commonly used consists of first thoroughly mixing the dry lead with about eight per cent. of its weight of refined raw linseed oil, and then running it through a grinding mill several times, to ensure a thorough mixture of the oil and white lead. The grinding mill commonly used consists of three granite rollers, tightly screwed together and through which the mixture of lead and oil is passed. Some manufacturers pass the white lead through two sets of granite rolls. The more grinding it gets, the more fineness is ensured. In the plant we were through last summer, the white lead is ground five times, edge runners, Horizontal Buhr Stone Mills, granite rollers, and chilled steel rollers being used.

After the white lead is ground in oil it is weighed out into packages, the one in general use being the 25-lb. iron, which is familiar to us all.

Gentlemen, I am not a chemist, but as I stated at the beginning of my paper, the idea of reading a paper on white lead occurred to me after we visited Montreal last summer. I took a deep interest in everything I saw (particularly at the Brandram-Henderson lead corroding works) and this led me to read up on the subject. I felt that a paper on white lead would be interesting, more especially as some of my confreres, one in particular, had the idea that white lead was dug from the ground in the same manner as chalk.

UNDERWRITERS COMBINE LOSES.

Hardwaremen will be interested in knowing that the Committee of Fire Insurance Premium Payers, who have been fighting the Fire Underwriters Combine before the Banking and Commerce Committee of the Senate at Ottawa, have been successful in preventing the adoption of the amendments desired by the insurance underwriters, whose requests, if granted, would have practically compelled every person desiring insurance to place their insurance with the so-called Canadian companies, who have established headquarters in Canada, but whose stock is mostly held in Great Britain or foreign countries.

The Premium Payers' Committee were ably represented before the Senate Committee and were able to show the Senators that the establishment of an insurance monopoly would be injurious to all branches of mercantile industry throughout Canada.

After discussing section 139, which provided that a firm may go outside the country for fire insurance by paying 15 per cent. on the premiums Senator Dandurand said there were many principles involved. The first was, shall citizens be allowed to freely insure in unlicensed foreign companies? This question the committee unanimously answered affirmatively.

The next question was, shall all unlicensed fire companies be prohibited

Picton Merchants Get Together

Editor Hardware and Metal.—We are mailing you a copy of the Picton Times, containing a notice of the shortened terms of credit adopted by the Picton Hardware Dealers.

Mr. Adams, of Adams & Vandusen, and the writer attended the London convention, arriving home on Monday of last week. On Wednesday the above mentioned agreement was drawn up, signed and in the printers' hands for publication. We also have large cards posted conspicuously in each store with same wording.

While writing I wish to thank Hardware and Metal for one of the most pleasant and profitable weeks I ever spent as it was solely through reading the page so kindly placed at the association's disposal each week that I was induced to go, and will I ever miss another? Well I guess not.

W. J. CARTER.

Picton, Feb. 23, 1910.

We, the undersigned Hardware, Tin and Stove dealers of the town of Picton, owing to the shortened terms of credit lately adopted by the wholesale hardware houses, do hereby agree that from the first day of March, 1910, our longest terms of credit will be three months, and after that length of time all accounts must positively be settled by cash or notes.

JOHN MOXON & SON.
CARTER BROS.
ADAMS & VANDUSEN.
C. E. HADDEN.
JOHNSTON & MCKENZIE.

from having representatives in Canada to solicit insurance or from soliciting directly or indirectly? The committee gave a unanimous affirmative answer to this also.

The third question was, shall the person or firm going outside be taxed to a certain extent to help maintain the insurance department? The insurance men wanted this, but the committee by a very large majority decided that there shall be no tax for going outside.

The fourth question was, shall the insured who goes outside Canada be obliged to send annual returns as to the amount of insurance placed? This was answered in the affirmative.

The matter now goes back to the House of Commons, where it is possible that the insurance underwriters will renew their fight. After winning such a victory in the Senate, however, the Premium Payers are likely to again carry their point in the Commons.

The amendments to the Insurance Act, as decided upon, makes it possible for retail hardwaremen to place insurance with the hardware mutuals in the United States, although it prevents the latter from soliciting business in Canada.

TO MEET ATTORNEY-GENERAL.

After several weeks delay an interview has at last been granted the representatives of the Ontario Retail Hardware Association by Attorney-General Foy, the time set being for Monday, Feb. 28, at 12 noon. The deputation will probably include: J. Walton Peart, St. Mary's; A. Ballantyne, Brantford; D. Brocklebank, Arthur; D. Cinnamon, Lindsay, and Weston Wrigley, Toronto.

MEMBERSHIP BOOMING.

The executive committee of the Ontario association having authorized another competition for securing members during the coming year one retailer and one traveler are already after the suit cases. J. R. Hambly, Barrie, has already forwarded two new members for 1910 and P. A. Sheevers, London (Metal Shingle & Siding Co.), has applied for receipt forms so that he may be properly equipped.

Two fine suit cases will be offered as prizes, one to the retailer securing the largest number of hardwaremen as new members and the other to the traveler securing the most new members. In each case a minimum of six will be required, these to be retail firms. The contest will probably close Feb. 1, 1911.

Travelers or members desiring to compete can secure receipt forms, etc., on application to the secretary, 10 Front Street East, Toronto.

CONVENTION AT TOLEDO.

The holding of the Ohio Retail Hardware Association convention at Toledo this year made it possible for representatives of the Ontario association to attend and gather ideas as to how conventions and exhibitions are conducted by one of the pioneer organizations amongst retail hardwaremen, formed thirteen years ago. President Cinnamon and Treasurer Caslor, therefore, spent three days at Toledo and Secretary Wrigley was also in Toledo on Tuesday, the opening day of the convention.

The Ohio association has about 800 retailers as active members, 200 manufacturers as honorary members and 200 travelers also as honorary members, the first two paying \$4 per year and the travelers \$1 per year. The travelers are great believers in the association and are an active body of boosters.

The Hardware Trade in the Eastern Townships

How Success Came to Two Sherbrooke Houses—Valuable Asset—Price-cutting ships, Staples Being Lower in

Price-cutting Rampant.

Inseparably connected with the hardware trade history of the Eastern Townships are the houses of J. S. Mitchell & Co. and of Codere & Fils, Inc., Sherbrooke. Both wholesale and retail these two firms have progressed with the development of the country. In village, farm and mine their names are well known, and their business integrity appreciated. Side by side in the same street the two firms have prospered, typical in this of the two great races—the English and French Canadian.

How was this success achieved? Let them tell their own story.

Quick Shipments Win Success.

"To what do you ascribe your success, Mr. Codere?" was asked the managing director of the oldest hardware house in the Eastern Townships. "Well," he replied, "I think our strict policy of quick shipping had much to do with our early success. It has always been the rule of the house, and is now, that orders must go out the same day as received. This prompt delivery may not be so important nowadays, owing to the improvement in traffic communication, but in the early days quick delivery was very essential. If a farmer said he would send in a team at a certain time to get his goods, he knew that they would be ready waiting for him. When a long journey was involved disappointment was a serious loss. Even now-a-days to be recognized as a prompt shipper is a great business asset."

"Hard work, too, had a lot to do with our success," continued Mr. Codere, "I remember when I used to open the store at 5 o'clock in the morning all the year round. Even now we open at 6.30. There is nothing like early hours. Workmen very often break a tool the day before, and do not care to waste time on their way home in the evening to buy another, especially if they know that a store will be open in time the next morning."

"Another great point is treating people straight. My father taught us to give 100 cents for the dollar, and 100 pounds for 100 lbs., and we have never departed from that rule. Treat people honestly and they will always remember it in your favor."

"I would advise all young men starting in business to pay cash for their goods. It is astonishing what can be gained by that. Rather than take credit buy little and buy often. Above all be courteous to customers in little orders as in big."

"Follow the markets closely and watch prices and in this respect I think Hardware and Metal a most valuable paper. No man starting in business or young clerk with ambitions that way should be without it."

"My advice to a young clerk is to do everything thoroughly. In fact, to learn to walk before he attempts to run. Buy for cash and if possible sell

for cash, watch carefully the developing needs of the district, and be prompt in shipment. Be courteous and honest, and all should be well."

Make Friends of Customers.

"How can a young clerk best succeed in business?" was asked Mr. Mitchell.

"By making a friend of his customer," was the reply, "and by sticking to it. The young hardwareman starting in business should put himself in his customer's place. He should deal with him as he would be dealt by. A strong connection can only be built up on the lines of confidence and of strict business integrity. Let customers feel that they are coming in to deal with a personal friend rather than with a man who is simply trying to make the most out of them."

"I owe a great deal to my friendships. I have enjoyed my business. This carries a man a long way. I have thrown myself with enthusiasm into all branches, and enthusiasm is worth all those great theories of system that from time to time are put forward. It is a mistake to choke a business with too much red tape."

"The young merchant should buy conservatively, unless he has good reason to believe from the general outlook that prices in any particular line will advance. Another important feature is to gauge properly future requirements. Pay cash for goods, and if necessary get help from a banker rather than credit from the manufacturer."

"I do not believe in leaders. Let every line bear its fair proportion of profit, and base your profit on the cost of your goods. Take stock once a year, and if there are any dead lines clear them out at all cost. The holiday trade should certainly be catered for, but I do not believe in merchants going outside the legitimate hardware lines."

"How about the great question of credit," was the next inquiry.

"I do not think it is possible to introduce the cash system in districts like the Eastern Townships. It can be established easier in a large city than in a small district. But on the other hand there is no reason why long credit should be given. Farmers are just as eager to pay their liabilities as other people, especially if they are approached the right way."

To sum up Mr. Mitchell's experiences as to the successful working of a business, enthusiasm, hard work, fair profit, courteous treatment to customers, honesty, grit, foresight in selecting the right men as assistants, taking hold of the opportunities that the development of a district affords, quick delivery of goods and, above all, making a friend of a customer.

An example of this "taking hold of opportunities" is shown in the large coal business of J. S. Mitchell & Co.

The house was the first to introduce coal for domestic purposes in the Eastern Townships. Wood was being used all the way through, until Mr. Mitchell, seeing the possibilities of the situation, changed this. Into J. S. Mitchell & Co.'s coal warehouse the coal cars are shunted by engine and dumped into pockets from which it runs by gravitation over screens into the carts underneath, thus saving the expense of shovelling.

Price-Cutting Rampant.

The canker of price-cutting appears to be eating into the very vitals of the hardware industry of the Eastern Townships. Staples are slashed apparently even more than in a largely populated centre like Montreal. Five cents profit on a keg of nails. No wonder that the hardwareman says staples are not worth handling. Not only is there this absurd competition among the trade, but the catalogue house is also in evidence.

"Times are not like they were," said the Sherbrooke hardwareman. "Once all lines had a fair margin of profit. Now we have to make tools and shelf goods bear the burden of the staples, which is not fair trading. And even that is becoming more difficult every day, because customers are getting to know what the approximate price should be."

Hardwaremen of Sherbrooke and the Eastern Townships should get together, face the matter clearly, and try to improve conditions. Why cut prices to this extent? If a farmer wants a staple line he has to get it whatever the price. Cutting in staples does not stimulate trade. It does not make a reasonable man buy two kegs of nails when one will do. Then why cut?

Cutting was once prevalent in Ottawa. One merchant refused to look at another. Trading conditions were becoming impossible. But the far-seeing men realized that the position was absurd. They formed an association, and meeting on friendly footing, they changed the aspect of the situation. Fair competition was not eliminated, but absurd price-cutting was. The result is that trade in Ottawa was never in a better position than it is to-day.

Why cannot the hardwaremen of Sherbrooke and of the Eastern Townships get together and form an association with "Live and let live" as its motto. What has been possible in Ontario is possible in Sherbrooke and the Townships.

Who will be the first to start the movement toward trade organization?

Not enough hardware dealers realize the advantage to be derived, and the trade to be won, through the judicious use of a good mailing list.

Bear in mind that no manufacturer wants his goods lying on the retailer's shelves as dead stock. If he can make a live customer out of you by starting the goods, he wants to do it.

The man who starts for nowhere gets nowhere. Would you reach success? Then make success your goal; struggling toward it with a determination that will get you over every obstacle in your path.

Builders' Hardware Prospects for the year 1910

Reports From all Parts of the Dominion Indicate That 1910 is Likely to be the Greatest Year in Canada's History, so Far as Building Activity is Concerned — Record Figures Reported From Many Canadian Towns and Cities, Regarding Building Activity in 1909.

The year 1909 has gone down into the history of the hardware trade as "Builders' Hardware Year." Manufacturers, jobbers and hardware merchants were unanimous in the expression of their opinion that it was a "bumper year" for that line of hardware. And now that stock-taking is over, and we are near the commencement of another season, the trade is preparing for another such year, and if anticipations count for much, 1910, should equal, if it does not eclipse, the great record established last year.

Taking stock of the past is educative only. It is the building work ahead that means business results. Let us look at some different sections of the country and note what the prospects are for the coming season.

Many Buildings in B. C. Cities.

Vancouver reports indicate "that before the winter is over more buildings will be planned than ever before in a similar period in Vancouver's history." That city's permits for January, total almost \$200,000 ahead of the first month of 1909, in that one city alone. Vancouver's building permits last year were valued at over \$7,000,000, an increase of 22 per cent. over the previous year.

The same story is true of Victoria. The first month's permits there are valued at \$128,985, an increase of 60 per cent. over January, 1909, and if the same rate of increase keeps up during the year Victoria's buildings will have over \$2,000,000 spent on them this year. Prince Rupert, where 200 houses went up last year, it is expected that the same number, at least, will be reached this year. Other British Columbia towns, too, expect to see great building in 1910. Take Revelstoke, for instance. The report from that town reads: "Building will be active here this year. New three-storey buildings will cover the sites now occupied by the Climax and Queen's hotels. A. McRae and W. A. Foote intend to erect several residential buildings. The Knights of Pythias will build a hall. It is probable a high school building will be erected and an addition made to the public school. R. Howson & Co. will erect a large furniture store. The Armour Packing Co. will build a warehouse and put in a cold storage plant and the Bank of Commerce intend erecting a fine office building."

Fernie has plans ready for \$500,000 worth of building this spring. That city was burned two years ago, and the rebuilding going on is in the nature of a "boom."

Cranbrook reports "good building" prospects for 1910, and the building outlook at Kamloops for the "next few years is very bright indeed."

Prairie Towns Growing.

Calgary last year showed a very high percentage of building gain, (189 per cent.), and indications do not show "that there will be any falling off this year. Last year's permits were valued at \$2,400,000.

New Parliament buildings are being erected at Regina and Edmonton, and both these cities, along with Saskatoon, are erecting universities, schools, colleges, churches, etc., as well as a great many residences. Saskatoon last year held the palm with a record increase of 767 per cent. The buildings erected last year at these three centres were valued at nearly \$4,000,000. Lethbridge and Red Deer will see much new building during 1910, and Medicine Hat reports building there will "steadily forge ahead," with the opening of spring.

Moose Jaw last year had an increase of 157 per cent., the new buildings there being valued at over \$1,000,000.

New hotels are to be constructed at Estevan, Aberdeen and Rosthern, and at Rocanville and Theodore, two of the newer Saskatchewan towns, building operations are very active. There are numberless and nameless (as yet) towns that are springing up in the west as the railways open up new districts, and hardwaremen will secure a large volume of trade from this pioneer work.

About \$2,000,000 in new building permits have been granted at Winnipeg since the Christmas season, and North and West Winnipeg, which last year built, at least 3,000 new houses, will experience similar growth during 1910.

Portage la Prairie, with buildings valued at \$195,000 in 1909 showed a gain of 63 per cent., and Brandon with \$350,000, a gain of 20 per cent. Both these cities expect the new building this year to exceed the totals spent last year.

Building in Ontario Cities.

Toronto building last year was a record breaker the total being over about \$18,000,000, while for 1910 the prediction is made that the total will run over \$20,000,000.

All over Ontario prospects loom large. Welland is to erect hundreds of homes this year to house the many workers in its increasing industrial plants. Fort William and Port Arthur, the Soo and Northern Ontario mining towns are similarly affected. Chatham's building record for 1909 was \$115,807, while for 1910 a new theatre and the Modern

Malleable Range Co.'s new factory are already planned. Many of Brantford's large industrial firms will erect substantial additions to their plants. A new union township and city school, additions to the Ryerson and King Edward schools, a new separate school, and the new \$95,000 collegiate institute are planned.

At Kingston an addition will be made to the metallurgy building at Queen's University, while the Bank of Commerce is to erect a new building. Some \$4,000,000 will be spent on Government buildings at Ottawa, and an extra \$2,000,000 might easily be added to this for the construction of the new Grand Trunk hotel and business blocks and residences already proposed.

Berlin's permits last year totalled \$278,000, an increase of 129 per cent., Hamilton, \$1,600,000, an increase of 16 per cent.; London, \$850,000, 83 per cent.; Niagara Falls, \$80,000, 33 per cent.; Peterborough, \$343,000, 44 per cent.; St. Thomas, \$160,000, 10 per cent.; and Windsor, \$424,000, 42 per cent.

Activity in Eastern Canada.

The same condition obtains in Montreal and throughout Quebec province, and in the east generally. Particularly is this true of Three Rivers, where rebuilding on an extensive scale is going on.

In the maritime provinces conditions are different in that 1909 was a dull building season, while all reports for 1910 state that a big improvement is expected and possibly new building records established. Halifax, St. John, Fredericton, Sydney and Charlottetown, all report good prospects.

Thirty of Canada's largest centres reported an expenditure of nearly \$70,000,000 on new buildings in 1909. This year a conservative estimate places the figure near the \$80,000,000.

Be Prepared for Demand.

Now all this means, or should mean, something to the Canadian hardware trade. Undoubtedly last year many a hardware merchant, jobber and manufacturer was caught napping. In Toronto orders received in the late summer and early fall were from two to three months in the filling. Manufacturers had not laid up stocks, jobbers had not sufficient supplies, and hardwaremen were early cleaned out.

Conditions are different this year, however, as many manufacturers are working their staffs night and day to lay up a stock for the coming season. Listen to what one of them says: "Our plant is running at the present time full-handed and at its full capacity. Our distribution in 1909 exceeded largely that of 1908 and by a small margin that of 1907. The demand apparently exceeded the supply, and it was difficult to fill orders without delays. We believe that a large demand for our goods is assured for the first six months of 1910, and we are inclined to think that there will be a shortage of such goods as we produce."

The jobber, too, is putting in a larger and more varied stock, and hardwaremen who cater to the builders' hardware trade are planning to handle this season's business on a much larger scale than their plans for 1909 permitted.

Business Methods of Canadian Hardwaremen

Chatham Merchants Account Collecting Agency—Pipe Organ Window Display at Vancouver—Use the Traveler for Getting Information About Goods—Montreal Merchant Instructs Clerks to Read His Advertisements.

CHATHAM'S COLLECTION PLAN.

Chatham, February 22.—Following the recent retirement of W. M. Murdock as official collector for the Chatham Retail Merchants Association, Ernest Askunas, of Wallaceburg, has been named as collector for the Chatham merchants, his appointment by the executive being ratified by the association at its regular monthly meet last night. Mr. Askunas also succeeds J. W. Powers as secretary, the latter having found it necessary to retire owing to pressure of other duties.

Coincident with the change, a number of alterations have been made in the collection system. The membership fee in the collection department is still fixed at the flat rate of \$10 per merchant, this amount going to Mr. Askunas in payment for his services, he receiving \$50 a month, while anything in excess of that is paid over to him semi-annually. This covers all collections in Chatham and within a radius of three miles. The collector is required to visit each debtor once a week, or following each pay day, unless the debtor volunteers regular payments. Moneys received are to be banked by the collector at least weekly, a separate bank account being provided for this purpose; while these receipts are distributed to the merchants monthly.

Upon collections outside the three mile limit the collector is allowed a commission of 5 per cent. where collection is made by letter, 10 per cent. where a personal call is necessary, and 10 per cent. and court costs in the event of suit being instituted, the merchant paying, however, only the costs where nothing is realized.

The collector also looks after the delinquent list. A new list is to be issued once every three months; while monthly lists showing the names of debtors added as well as those who have paid up are also to be furnished the merchants. It is proposed, also, to issue a list of hopeless dead-beats—those with whom it is found impossible to do anything.

Though his headquarters will be at Chatham, Mr. Askunas will, for the present at least, continue to look after the collections at Wallaceburg also, where since the collection department was instituted some months ago he has done some notable work in the direction of instilling celerity into the slow pay element of the community.

W. E. P.

NOVEL WINDOW AT VANCOUVER.

Vancouver, Feb. 22.—A most realistic camp scene made up by W. H. Jeffery is to be seen in one of McLachlan Bros' windows this week in connection with

a display of lumbering and logging tools. The background shows an excellent painting of a log cabin in a dense forest, while in the foreground are stumps with axes driven into them. On one stump there is a sign set up, bearing the words, "All things needful for clearing that lot." "McLachlan Bros. for best goods at lowest prices." Small fir trees springing up added to the scene, and under them, imitation of grass, with a camp fire alight at night. The tool display consisted of peavies, cant-hooks, double and single-bit axes, cross-cut saws, wedges, sledges and mauls. Being the time of year when lot-clearing is most active, this window is proving a great business-getter.

Vancouver dealers are adopting more and more the special display on Saturday afternoon, when tools of all kinds are principally displayed. One day it will be one thing, and a second line another day. Some of the exhibits are very attractive, and moreover suggest to a man what he wants, but what he does not think about until they are needed, and seeing them in a window brings the need to mind.

R. B. B.

MAKES USE OF THE TRAVELER.

Moncton, February 22.—The advantage of using the traveler for educational purposes is strongly advised by one of Moncton's merchants. Many of these drummers, he says, represent big jobbing houses, who are closely in touch with the markets and their advice is often worth while considering.

"I talk to them regularly, because they are always full of information, but, of course, I don't mean that I gossip with them. If this talk is carried on in a casual way some good pointers may be secured not only regarding markets, but in connection with successful methods adopted by merchants in other places.

"In this way the traveler is very useful to me, and I am always glad to give him a hearing whether I want to buy or not."

C. G.

CLERKS MUST READ THE ADS.

Montreal, February 21.—"In case I put an advertisement in one of the dailies, said a St. Catherine St., Montreal retailer, "I post a copy of the ad. in a prominent place in the store, and see that my clerks know exactly what is special. These specials are chosen for the express purpose of getting rid of the stock on hand and I see that I get all the possible results from my advertising."

This may look like a very small thing to be careful over, but it is in just such small things that success or mediocrity in business lies.

A NOVEL SALE SLOGAN.

Brantford, Feb. 23.—A new slogan in advertising has been gotten out by the head advertisement writer of a local firm, which has been amplified in an excellent way—one which is sure to bring results. The slogan itself is "A rake out and shovel-out sale." In the windows of the store appear the merchandise set out well, and in each corner, and wherever else that it is practicable to have them, appear a rake and shovel in the form of a cross. The window was well dressed, and the innovation attracted no small amount of attention.

A. T. W.

PHOTOGRAPHS HELP IN SELLING.

Chatham, Feb. 15.—Photographs of some eight or ten extra large buildings equipped with metallic shingles are prominently displayed in the windows of a local agency. The picture gallery was commenced some months ago, when the contract for a big livery barn and auditorium at Wallaceburg was secured, and has been steadily added to.

The display constitutes a valuable hint to other dealers in metallic shingles, siding and similar goods. To the intending purchaser, such a photograph gallery forms very convincing evidence. True, the manufacturers' printed literature usually furnishes cuts illustrating the finished job in one form or another; but some purchasers regard an illustrated circular with feelings akin to suspicion. A photograph, however, is a different thing. The dealer can, of course, talk in general terms of the manner in which his line of metallic goods is growing in favor; he can declare that so and so has given a large order; and he can even invite his intending customer to visit the premises and look over the completed job. A photograph of the job will, however, serve the purpose quite as well, and turn the trick more quickly.

The photograph is incontrovertible evidence that people have patronized the line which the dealer is trying to sell, and the bigger the job and the larger the amount of metallic goods used, the more convincing the evidence will appear. If Johnson, Jones & Co. have roofed their big factory with metallic shingles, surely John Smith need not hesitate to utilize metallic shingles for his shed or his chicken coop. That is the way John Smith is apt to view the matter, after a look at the photograph.

The securing of photographs of completed shingling and similar jobs is, as a rule, a matter for the dealer or agent handling the goods locally. Fortunately, his customer is usually in the mood to have his building photographed for his own purposes, so that the outlay to the merchant need not be large, if, in-

deed, there is any outlay at all. Photographs of large jobs are particularly valuable. It is judicious, however, to secure as comprehensive a series of photographs as possible, embracing all classes of metallic work; so that to each intending customer the dealer will be able to show something analogous to the job under discussion.

The metallic shingle business is something which gives promise of great development, and there is every prospect that it will repay the merchant who goes to some little trouble and outlay to nurse it along. The photograph scheme is a help which may in many cases prove valuable—especially in the long run, when the dealer will be able to produce the photograph of one of his earliest jobs and point out how well the work has stood the test of the years.

V. L.

WINDOW FOR SUGAR SEASON.

Georgetown, Feb. 23.—R. F. Johnstone, hardwareman, who has a reputation as a progressive window trimmer,



Window Display of Sap Pails for the Maple Sugar Season.

made an original display during the maple sugar season last spring, which may suggest some ideas to other hardwaremen for similar displays this year. He had a space 3x4 feet in the centre of the window to represent a sugar bush, the floor being covered with plaster paris to represent snow, and small branches to represent trees. On one side was a small fence of mosquito wire, and on the other was a rail fence with a gap. At the back was a log cabin with a pile of cordwood near at hand. The kettle for making the syrup was a tin cup, supported from a rail, held up at each end by two supports, crossed near the top. Tracks through the snow showed how a team and sleigh had been gathering the

sap. A small Teddy bear could be seen looking around the corner of the log hut while a sign on a tree said, "Beware of the bear," another one reading, "No shooting allowed," and still another on the fence with, "Buy your hardware from R. F. Johnstone." All the sap supplies were arranged in the background on the floor, and the pails piled up at the back and sides, with the card, "All ready for the tapping. Are you ready? How about new pails and spouts?"

W. W.

ELECTRICAL WINDOW DISPLAY.

Brantford, Feb. 21.—A practical demonstration of a domestic utility will often materially clinch a prospective sale. This has been taken advantage of by a local dealer in electric fixtures. A current was turned on to an electric toaster, and a piece of toast made in view of the customer, and the sale was made, the customer having first tasted the toast. It was then placed in the window, where it proved a splendid attraction. In the background of the

Why, I have just been to New York looking up things for next year's demand."

Mr. Kerr does a big business in stoves, and he believes this is due to the fact that only does he keep a good line, but because he has belief in their quality. "No man can sell a stove unless he has confidence in them, and can inspire his customer with the same feeling. Take trouble in selling a stove, go into all details, and the customer will be impressed. Also keep each stove nice and clean and well polished."

There are a lot of things to be done in a store, such as preparing for the demand that is coming along. People seeing you idle imagine that things are worse than they are. On the other hand seeing you bustling around, they say "why that man must be doing a fine trade, he is always busy."

F.J.A.

DISPLAYS A GOOD LINE.

Brantford, February 22.—Short snappy slogans are the drawing cards for trade both in advertisements and in window dressing. A local merchant provides a striking attraction in his window this week. A card is prominently displayed in the front of the window, "See our line of goods," while to the rear is a clothes-line from which is hung, by means of the ordinary clothes pins, an array of the goods he is desirous of bringing out prominently. This is a feature which could be well taken hold of by a hardware merchant, all the necessary articles being in stock, while door mats, oilcloth and such like articles could be hung from the line.

A. T. W.

CONVINCE YOURSELF FIRST.

Halifax, February 20.—To be convinced that you are telling what you really know to be the truth, is something absolutely necessary to running a store, thinks one of the leading merchants of Halifax. "We must believe ourselves," he says, "when we tell a customer that our enamelware is the best at the price in the city. We will not convince a level headed customer unless we ourselves think so. It pays to have goods stocked that one can conscientiously assure a customer they are the best for the money."

If you have wondered why you are not convincing in some of your statements think this over.

B. T.

Williams & Doke, hardwaremen, Allan, Sask., have dissolved partnership.

T. V. Monahan, proprietor of the Barker House, is giving away an attractive and serviceable certificate holder to commercial travelers visiting Fredericton, N.B.

MAKE PREPARATIONS EARLY.

Sherbrooke, Feb. 22.—J. F. Kerr believes in making a dead set after the Christmas trade. On Dec. 1 he clears out his store and sets up little tables on which he places all kinds of special novelties in china, bronze, cut glass, etc. "Let the things be of medium price, and let the people know that there is something on. Make them talk. The stocks should be bought long before.

A.T.W.

HARDWARE AND METAL

Established 1898

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

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THE DOG MUZZLE TRADE.

Ontario hardwaremen are turning a few dollars' worth of extra business just now, owing to the Government order requiring all dogs on the streets to wear muzzles, but the short time intervening between the date of the issuance of the order and the time of its going into effect has not been sufficient to enable manufacturers, jobbers and retailers to prepare to handle the business satisfactorily.

Great difficulty, for instance, is experienced in securing supplies of muzzles and much of the stock offered for sale is either contrary to regulations or poorly constructed. Retailers selling leather muzzles, for instance, are likely to get into trouble with customers if the latter are told to substitute a metallic muzzle for the more costly and, in many ways, better leather muzzle. Likewise some of the cheaper wire muzzles are not strong enough to stand the strain put upon them by angry dogs and many broken "bird cages" are likely to find their way back to the hardware stores with a request to adjust matters by supplying a stronger muzzle.

Merchants are advised to be careful in buying, both as to quantities and the quality of the goods, as the retailer who sells a cheap line is apt to have more trouble with the trade than the profits warrant. They will be well advised, too, in following the example of manufacturers and jobbers in declining to guarantee the goods. The man who owns the dog is the one who should take the risk of putting the muzzle on and of replacing it if the dog damages or destroys it.

The hardwareman who takes advantage

of his opportunity can ring up a lot of extra money on his cash register if he handles the business cautiously and a few dollars' extra profit will not be amiss after a few weeks of dull trade. Arrange for a supply of dependable muzzles, charge a good price for them and display them so that the goods will move and leave no dead stock.

INTEREST ON CAPITAL INVESTED.

A subscriber writes stating that there are two partners in his firm, one of whom invested \$3,000 and the other \$2,000. He refers to Hardware and Metal's statement that interest should be charged on capital invested in a business and asks: "Will there be any deduction or addition to present capital or should interest figure only on the expense account?"

Assuming that each partner gave equal service to the business each is entitled to the same salary. But the amounts invested were not equal, so after salary, rent, and other costs are figured and the year's profits arrived at interest on capital must be deducted. Suppose the profits were \$5,000 and interest was figured at six per cent., \$300 would have to be deducted for interest, \$180 of this going to the partner who had invested \$3,000 and \$120 to the one whose investment had been but \$2,000. This interest would figure only in the expense account and would not affect the capital investment.

TREATMENT OF CUSTOMERS.

A great deal is heard from time to time about the ingratitude or lack of gratitude on the part of customers. The question arises why shouldn't customers feel ungrateful if they do not get the goods and service paid for?

The customer goes to a store, purchases goods, pays for them. He pays the price asked and he has a right to expect good, straight goods, the full value of his money, and courteous, prompt and careful attention. This he is entitled to and he owes no gratitude therefor. There is no reason why a customer should feel grateful because he is waited upon and because he is treated courteously instead of with discourtesy, because the clerk is polite instead of insolent, and because the hardwareman is affable instead of crabbed.

On the other hand, the merchant has a little more reason for being grateful. He is absolutely dependent upon the public for the support of his business and of himself, while the public is not dependent upon any one dealer; so that the retailer is rather under a compliment to one who patronizes him for their selection of his store as a place to purchase family supplies.

There is an inclination in some retail stores to treat customers with more or less condescension, with an air of having done them a great favor by selling them goods. The safest, the most logical and the most agreeable attitude to assume is the perfectly natural one that all are customers and equally so, and it is not best to go too far into an analysis as to the extent of such dependence. In a broad sense, all classes and all businesses are interdependent and their existence is necessary to one another.

CHEAP BINDER TWINE.

The cornering of the sisal market by the harvester trust will result in placing a supply of cheap binder twine on the market this year and the only chance the hardwareman seems to have to secure a profit on this business during 1910 is by pushing the high grade manilla twine in competition with the cheaper and shorter length sisal or "standard" grades.

By talking quality the dealer is both helping himself and his customer as there is no question about the better values contained in the longer and better grade twine when compared with the cheaper lines.

Figure it out with the farmers and show how the saving in time and annoyance, together with the greater serviceability of the 650 foot ball over its 500 or 550 foot competitor, and the farmer will be a pleased customer at the end of the season and your profits will be more than by pushing the lower priced goods.

HAD TO ADVANCE PRICES.

The fact that the stove foundry which has been supplying a line of stoves to a department store at pig iron prices has had to advance prices fifteen per cent. is interesting to hardwaremen who have had to put up with this competition for the past couple of years.

It is understood, however, that the advance is only five per cent. to the departmental, other customers being expected to pay higher prices in order that their biggest competitor may be enabled to underquote them.

After investigating the facts retailers who stock the catalogue house line will probably decide that the chief use a stove merchant can put a sample of this line is to display it as a sample of cheapness, displaying alongside a range of quality which can be sold at a competitive price. For a hardwareman to play into a catalogue house's hands by pushing the catalogue "leader" would be foolish indeed.

PUBLIC SPRAYING A SIDE LINE FOR HARDWARE MERCHANTS

By A. B. Cutting, Editor of the Canadian Horticulturist.

The practice of spraying orchards and gardens can be made a profitable adjunct to the retail hardware dealer's business. No operation in orchard or garden management yields larger returns to growers. For every dollar expended on spraying, the orchardist will get two dollars in the increased healthfulness of the trees, in the increased quantity of the fruit and in the better grade of the product. The same results are secured in the gardens of market gardeners. In the case of amateur horticulturists—persons who grow things for pleasure, rather than profit—direct money returns are not wanted; it is more and better fruit and vegetables and clean, healthy trees, shrubs and plants that are desired. In the spraying done by commercial fruit and vegetable growers, hardwaremen are interested only insofar as direct sales of spraying materials and apparatus are concerned; with the amateur in the city, town or village, they can become apostles of the operation and actively engaged in the practice itself. There is an opportunity in Canada for public sprayers and no class of men can conduct the work more conveniently and with more profit to themselves than the men who handle the goods.

The February issue of the Canadian Horticulturist in an editorial on "Public Spraying," says: "In many villages, towns and cities, there are fruit trees, bushes and shrubbery, infested with insects and diseases in variety, that should be sprayed. Often the trees are held in high esteem by the owners, who seldom detect the pests until the trees are badly infested. Many of these people are eager to have their trees properly sprayed, but have neither the facilities for the work nor the time to do it. There is a chance here for remunerative employment for persons who would undertake the work. Furthermore, there is great need for such public spraying in preventing the spread of noxious insects and diseases."

An Unworked Field.

There is need for this work everywhere that plants and trees are grown. Once it is known in any municipality that such services may be had, the demand will be great. Last year, in the City of Peterboro, the writer was asked by at least a score of persons for information on spraying and as to where a spray pump could be borrowed or hired. The latter question could not be answered, and the same would be the case in most other places. The reason is that many amateur gardeners feel that they

cannot afford to purchase an outfit or that they cannot be bothered with one and the result is that insects and diseases are multiplying rapidly in our home gardens. Who can furnish equipment for their control better than the retail hardware dealer?

By using commercial spray mixtures, the equipment can be reduced to a spray pump and accompanying apparatus, with a horse and wagon for its transport. Plenty of work will be found to occupy the time of two men for two or three months in spring and the same in fall. A reasonable charge could be made for the work at a price per gallon or per hour. The profits would come mostly from the increased sale of spraying materials. Furthermore, the good example that would be set would encourage householders to do such work for themselves and this would result in an increased demand for spray mixtures and machines, both of which lines can be carried with advantage by hardware merchants.

To illustrate the demand: For the past two years the State Government of Maryland has been conducting public sprayers in different parts of that state. Twenty-three outfits were operated there last spring, and the state intends to increase operations. The success of the work has resulted in a great demand for public sprayers. A recent bulletin issued by the Maryland Agricultural Experiment Station states that such spraying can be conducted by private parties on a reasonably profitable basis. If private parties who have to buy the materials from the retailers can make money at this work, how much greater is the chance for profit in the case of hardware merchants who buy at wholesale?

Use Reliable Spraying Mixtures.

Should this work be undertaken, only the best materials should be used. There are many prepared spraying compounds handled by the hardware trade to-day that are useless, and some of them humbugs. These have been exposed by our government experiment stations, and the sooner they are substituted by reliable mixtures, the better for the dealer and for the consumer—that is, the purchasers, not the "bugs"; the latter thrive on some of them. There are plenty of well-tested and efficient commercial preparations; there is no room for anything that is doubtful.

The cost of a spray pump of the hand-power barrel type is not great, and it will soon pay for itself. Two men are necessary for its operation, one at the

pump and one with the nozzle. For the latter, a man should be employed who knows something about spraying. Any intelligent man, with the aid of bulletins from our Departments of Agriculture and agricultural colleges, can soon learn what to spray for and how to do it. In some seasons, three or four sprayings will be required. The work must be done well in order to satisfy customers and to assure further orders.

Public spraying is a crying need. Insects and diseases are spoiling the appearance of many of our best gardens. The need for their control is becoming more and more evident as the seasons go by. Assistance is needed. Let our hardwaremen come to the rescue. "If it were done, when 'tis done, then 'twere well, it were done quickly."

WHERE PERSONALITY STANDS

It is interesting to calculate how far personality really influences the fortunes of business. Is the personal element in business gradually being squeezed out by the mechanical? Any merchant within fifty miles of a metropolis is acutely sensible of the competitive pressure exerted against him by large distributors, whose methods operate with the precision of some cleverly constructed machine.

Personality, as he understands the term, has little if anything to do with the reasons why some of his neighbors buy from the big stores instead of from him. The public has no intimate knowledge of the proprietors of these stores; it is apparently satisfied if its orders are filled with promptitude and accuracy.

Can the local man, by the dextrous exercise of his own personality, defend and extend his trade in face of the opposition from without? That is a question well worth studying. Of course, personality devises and permeates the methods of the mammoth stores.

There are surprising possibilities in the power of the personal element in business, if we strive to discover them, and the return should be repayment for the trouble.

NOTES OF A PHILOSOPHER.

Don't waste valuable moments on details that a subordinate can handle.

Don't shake hands with a man as if it hurt you.

Don't wait for fortune to smile on you. Fortune doesn't smile all the time. When she does, she usually favors those who hustle, not those who wait.

Don't show yourself too anxious to get an order. The customer will see it in your manner, and he will make the bargain, not you.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin—Advance of 1c.

MONTREAL.

February 25.—With the exception of an advance in tin of 1c, due to the scarcity of spot lamb and flag, quotations are undisturbed. In fact, there is very little feature to the markets generally, and conditions reflect the present state of affairs in the primary markets.

While there seems little vigor to the legitimate consumption in the leading outside metal circles, trade locally is very good for the time of the year, and promises to develop into above-the-average figures. Users are showing more confidence, and although it cannot be said that the average buyer is looking very far ahead as regards future requirements, he is not anything like so cautious as he was. Indications point to a strong movement on the opening of navigation to river ports, while there will be some heavy importations to Montreal by the first boats in sheets and pig iron.

The disappointment in the States over the dullness of new business in iron and steel continues very pronounced, and is no doubt affecting the other metal markets. The opinion now is that the furnaces and mills will not only find it hard to get new business, but that there will be some difficulty in getting buyers to specify on old contracts. Copper is dull and fluctuating, while tin is being very poorly supported in New York, that is, in a consumptive way. Spelter, too, at St. Louis, is coming down like a house of cards, although there is no change in London.

Pig Iron.—The markets present very much the same feature as last week. It is not reported that domestic plants are having any difficulty in getting buyers to specify on old orders, as in the States, although the reaction across the border, if continued, must have some sympathetic effect on conditions here. A large portion of the home iron, however, is not for the outside market. Plants want their output for their own steel purposes. Prices are well held, and new business is not being looked for. Foundry and Bessemer in the States have weakened a point or two. Delivery on steel lines have improved, and although new business, as in pig iron, is quiet, if specifications on old business come in steadily, the mills will have enough to do for months. Cleveland warrants have been sagging again in the Old Country, the political situation not helping matters. We quote: Summerlee No. 2, \$21.50; Clarence, \$19 ex-store.

Tin—Good steady business is reported in tin, with inquiries pointing to a heavier movement as soon as the weather shows signs of opening. An advance of 1c is announced in jobbing

quotations, due to the spot scarcity of lamb and flag. The primary markets are fluctuating, although on a week's range of prices very little movement either way is shown. While London has been bulling the market, New York has been trying to bear it. The statistical position for tin is not altogether favorable, with production threatening to be a record, and the contention is that the market price is too high for present conditions, and that consumers will not come in until this is adjusted. On the other hand, London anticipates that the consumer wanting the metal will have to buy. Who will win seems to depend upon how long the consumer can keep off the market.

Copper.—Jobbing prices in copper are unchanged at 14½c. A good buying movement is reported, with inquiries showing that users are slightly more interested in the markets. Conditions in New York are very dull, and there is very little legitimate business doing. The primary markets have shown a slight range of prices during the week, although a stronger tone appeared towards the end of the week.

Spelter.—No change is reported in spelter, and jobbing prices remain at 6c. Steady business is reported. There is no check to the sagging movement at St. Louis and prices have declined 75c since the commencement of the year. For the time being the control of the market has gone. The English market is now at the figure with which the year opened, having shown but little fluctuation within the two months.

Lead—Lead is unchanged. Trade is steady, but without any pronounced firmness. The English market is featureless and shows little movement in price either way.

Scrap.—Prices show slight movement, and we quote: Heavy copper and wire, lb., 11c; heavy red brass, 10c; light brass, 6¼c; tea lead, 2½c; heavy lead, 2¾; scrap zinc, 3c; No. 1 wrought iron, \$12; machinery cast scrap, \$15; malleable, \$9; miscellaneous steel, \$7.

TORONTO.

February 25.—A larger volume of trade is moving this week and orders call for a greater variety of metals and metal products. It looks from present indications that the spring season will open several weeks earlier than last season. The present has been one of the best weeks since the beginning of the year.

There has not been a single change in local prices since last issue, and the market hold firm at last week's quotations. Across the line there is noted a better feeling in the metal situation, and the hopeful talk of Schwab and

other metal men seems to have helped to make the outlook brighter. The production of iron at present in the U.S. is over 30,000,000 tons per annum, and steel runs about 5,000,000 tons less.

Pig Iron—Unchanged in price but more active than at any time since the beginning of the month, pig iron at present holds a strong position. The opening of spring business will undoubtedly tend to increase demand. Even as it is producers are endeavoring to keep pace with present requirements. Summerlee ranges from \$23 to \$24; Muddlesboro No. 3 and Cleveland, \$22; Glengarnock, \$23.50; Jarow and No. 1 Clarence, \$21.75; and Canadian foundry iron, \$22.

Copper—Still at 14c for casting and 14½c for lake ingots in hundred pound lots, copper is very active just now, much better than during past fortnight. The output of Lake Superior copper last year was the greatest in history, nearly 240,000,000 pounds being produced.

Tin—Local stocks have run light and as trading has been especially active during the past few days, the market has strengthened considerably. As yet the price remains at last week's quotation of \$35 for hundred pound sales.

Lead—While not in the same condition as the other metals, lead has improved over the past week and quite a bit more business has been done since Monday last. The market is steady and there are no indications that prices will change for a while. Quotations remain at \$3.75 for Trail, and \$3.85 for imported lead.

Spelter—Fair business is being done in spelter this week, and its position is much as it was last week. The price holds at \$6. The world's production of spelter in 1909 amounted to 783,124 tons, compared with 708,802 in 1908.

Old Materials—The situation among scrap metals remains much as it was a week ago. There appears to be a better prospect ahead, however. Prices are unchanged. Dealers are offering for heavy copper and wire, 11½; light copper bottoms, 10½c; heavy red brass, 10½c; heavy yellow brass, 8½c to 8¾c; light brass, 6½c; tea lead, 2¾c; heavy lead, 3c; scrap zinc, 4c; No. 1 wrought iron, \$11; machinery cast scrap, No. 1, \$15.50; stove plate, \$12; malleable, \$8; miscellaneous steel, \$6; old rubbers, 9c.

IRON AND STEEL BOUNTIES.

Hon. W. S. Fielding in the House of Commons at Ottawa, on Wednesday last, in reply to a question put by A. C. Boyce, M.P. for West Algoma, stated that it was not the present intention of the Government to introduce legislation this session respecting the renewal of bounties on iron and steel, which expire at the end of this year. He was not in a position to make a more definite statement.

HARDWARE MARKETS

MONTREAL.

February 25. — There has been no check to the steadily increasing volume of business being done by the jobbers, not only in purely spring lines, but in general hardware as well. Dealers are buying more freely than they did at this time last year, and there is no doubt as to the confidence being felt over the strength of the consumptive movement. Both the booked and the immediate delivery orders show this improvement.

Harvest tools are now commencing to be booked, while among the other lines prominent both for immediate delivery, as well as future, are freezers, refrigerators, mowers, hose, lawn sprinklers, green wire cloth, and screen doors. Sap spouts, bits and pails are having a strong call, a good sugaring season being anticipated. Peaveys and pike poles are in evidence, also all cooking supplies for the camps. The mining districts are buying well, and Porcupine is now prominent on the list.

No important price change is announced, and the markets are bright in tone and very firm. Dealers are fortunate in having no general shake up of prices, as was anticipated.

Spring Lines—Harvest tools are now being booked for future delivery, and the movement promises to become a strong one. Refrigerators, freezers, mowers, hose, lawn sprinklers, screen doors are moving in increasing strength. Travelers report a very good feeling amongst buyers, and anticipate doing heavy business later on. Household cleaning lines also keep step with the improvement. In fact, general hardware shows up well besides the purely spring lines, demonstrating how light stocks are. Enamelware is having a good call, especially from the Northwest, while heavy hardware is showing accumulation for the opening days of navigation. Prices generally are firm and unchanged.

Builders' Hardware—Builders' hardware continues to show up as well as any spring line, which is very satisfactory, considering that it has been such a strong mover all the year round. Good ground lots are going out to the Northwest. The market is unchanged, and we quote: Lock sets (inside), \$4 per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32½ to 33c.

Bolts and Nuts—There is a good demand for bolts and nuts; bridge and other construction work being active. There is no change in price, and we quote: Discounts on carriage bolts ¾ and smaller, 66 2-3; machine bolts, ¾ and less, 6, 10 and 5; coach screws, 72½; stove bolts 80 and 7½.

Miners' Supplies—Porcupine, Cobalt and other mining districts are buying

well, and the movement looks to be developing into record business. We quote: Miners' picks, 16½c a pound; prospectors' hammers, 16½c; pick handles, \$1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

Lumbermen's Supplies—Peaveys, pike poles and calks are in strong demand, and the market is firm, and unchanged. We quote: Cant hooks, \$12 a dozen and up; axes, \$6.50 a dozen and up; axe handles, \$1.15 and up; cross-cut saws (inferior) 25c a foot and up; better grades, 43c per foot and up; axe wedges, 25c a dozen and up; ball calks, \$4; heel calks, \$4.25; Peaveys, \$12 a dozen; pike poles, \$12 a dozen.

Wire—Wire shows increasing strength, with prices unchanged. We quote: Barb wire, car lots, mixed, \$2.45; small lots, \$2.50; plain twist, car lots, \$2.75; small, \$2.80. Galvanized wire No. 1, \$2.25 in straight and mixed car lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30; straight and mixed car lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO.

February 25.—Somewhat better business has been done this week, and anticipations are that with the opening of March a much improved feeling will be abroad. Booking for spring has been good since the beginning of the year, but February as a whole did not come up to anticipations.

Prices hold firm on all lines, though there have not been the advances of late that were noted during the past fall and winter.

Dog muzzles have been the most called-for article, and manufacturers and jobbers were unable to supply all the demands. The edict in regard to muzzling went into effect locally on Wednesday, and before that day all stocks were cleaned up. It is uncertain how long the edict will remain in force, as public opinion is divided as to the wisdom of the enactment. Some complaints have been heard regarding the quality of a few lines offering, and price has been another matter that has caused some dissension.

Spring Goods—Booking for strictly spring goods has been fair only this week, yet trading is improved over last week. With the opening of March, next week should see shipments very brisk. The goods in demand have been seasonal and shelf goods for sorting-up. Cutlery of all kinds—carvers, cased goods, razors, pocket knives, table and butcher knives—are prominent in orders; also maple pails, taps and spouts, wire fencing, cloth, rope and rods; milk

and cream cans and dairy goods; horse clippers, shovels, and agricultural tools.

Builders' Hardware—Orders booked show fair business in the immediate future, and indications point to a splendid year's trade. Already demands call for lock sets, spring butts, roofing and siding papers, metals shingles, ceilings and siding, hinges, chimney vents, padlocks and screws, besides a great and varied quantity of other goods. Builders' tools, too, are active, both singly and in sets. Saws, screwdrivers, both ratchet and magazine wrenches edge tools, augers, bits, miter boxes, tool holders files, etc., are among these goods on order.

Household Goods — Housecleaning articles are the best sellers just now. Things like washing machines, mops, brushes, brooms, etc. Wire household goods, too, are active; and a fine demand exists for steel door mats, food choppers and kitchenware generally.

Sporting Goods—There is not as yet much stir in sporting articles. A few belated skate orders came in this week, but the trade is rather looking forward for the opening of spring for field sports.

Heavy Goods—There is a better demand for this line of goods just now than at any time since the opening of the year. Wire nails are getting very active again and bars and rods, too, show improvement. Pipe has been fair all along and continues steady. Some lumbering and mining tools and goods have had a good call, particularly axes, adzes, picks, shovels, barrows, callipers, chains of all kinds and sizes, anvils, vises, drills and some water pumps.

U.S. METAL TRADE.

New York, February 23.—The Iron Age says: Sentiment in the iron trade shows improvement, though there is little change in the volume of new business. The market for pig iron is nearly at a standstill; but it is realized that as it parted company with finished material in the rapid advance of last year it must now find its level in its own way. If production has for a time gone ahead faster than was warranted some readjustment will be necessary. One reason for the better feeling in finished material this week is found in the reports from the Chicago district of plans by railroads for new bridges and for new equipment orders. The export trade in steel products is in excellent condition. Foreign rail orders amounting to 30,000 tons were placed in this country last week, coming from Australia, Mexico, Cuba and South America. Foreign demand for steel shows that conditions in the markets of the world are better than in four years. In the pig iron market low prices have been made on speculative Southern foundry iron and on basic iron in dealers' hands in the Pittsburgh district.

U.S. IRON TRADE.

Cleveland, O., February 24.—The Iron Trade Review says: The temporary lull that has been noticed in the iron and steel industry for the last five or six weeks is gradually disappearing in most districts and the situation, taken as a whole, is more satisfactory than at any time since the first of the year. A still further improvement in market conditions, both as to new buying and specifications, is noted in several branches this week. In some lines where specifications fell off slightly during the first week in February, makers now report that mill entries are as heavy as at any time in January. There is less talk of price concessions at present, and, while the spring buying movement in some lines has not started as yet, there appears to be much stronger tone to the market in general.

Demand for merchant bars is increasing. Railroads are entering the market for bar iron and this line is much stronger than for several weeks. Makers have been unable to show any improvement in promised deliveries on steel bars. After delay of some weeks, prospective builders are entering the market for structural material in fairly large lots. Pipe makers are starting initial shipments on large contracts placed during the year-end buying movement.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

Paint Booklets.—Two artistic booklets have been issued by the Canada Paint Co., Montreal, containing color selections of some of their products. The one, entitled, "Points on Painting," shows, with other specialties, the Prism brand, and the other entitled, the "Art of Painting and Beautifying," shows the Elephant brand. Wide and well-arranged selection of colors are given, and the booklets will be found handy for distribution by paint dealers.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Stove Polish.—H. C. Penton, Owen Sound, asks for the name of the makers of "Black Jack Stove Blacking."

Nickel Plate Stove Polish Co., Chicago; sold by hardware jobbers.—Editor.

Portable Houses.—Wm. Cross, Elizabethtown, Ont., asks for the names of makers of portable houses.

Shultz Bros., Brantford.—Editor.

Desertion of Farms Causes High Cost of Living

People Flocking to Towns and Cities Lessens the Production Says a Deputy Minister of Agriculture—Where Supply and Demand Comes In—A Situation That Causes Alarm.

Toronto, February 24.—The general public is at last finding out the causes of the high cost of living in Canada. When such authorities as C. C. James, Deputy Minister of Agriculture for Ontario, says that supply and demand is responsible, there must be something to it. In an address which he made at the meeting of the Ontario Association of Fairs and Exhibitions, this was practically his theme.

Mr. James was emphasizing the fact that the cost of living was due to the neglect of agriculture in Ontario, making known some startling figures not previously issued, which showed that there were now 62,000 people less on the land in Ontario to-day than there were ten years ago. On the other hand the towns and cities had an increased population of between 350,000 and 400,000. In 1908 there were 1,108,874 people on the land. In 1899 there were 1,447,016.

"Is there any wonder that the cost of living is leaping?" he asked.

"If the producers of this province," he went on, "supplying us with food are decreasing, not literally but actually, and the consumers of the towns and cities are growing enormously, it is natural that the cost of living increases. Isn't it about time we woke up and realized that upon our agricultural welfare depends our welfare."

"It is estimated that the City of Toronto has a population of a little over 400,000. That is away in advance of the assessed population. The difference between the decrease of rural population and the increase of city population in the province is over 350,000. That is the change during the last ten years in Ontario between producers and consumers.

Agricultural Neglect.

"You can understand why the prices of food have been going up. It won't do to tell us it is the fault of the cold storages which were established for the express purposes of preserving food in cheap seasons so that it could be used in dear seasons. It won't do to tell us that it is the middleman. He doesn't get it all. The middleman is in the business to make money.

"It seems to me that the whole key to the situation is this neglect of agriculture in Ontario. You as farmers, say, 'It is all the better for us. We get bigger prices.'

"But there are some of us in the cities who are feeling the pinch. It seems good to me that we have felt the pinch. It has done the whole country good. For the first time the people of this country are wideawake to the importance of the agricultural interests. Get down and touch the pockets of the people in the cities, and they will think

over these things. The agricultural problem before this country is so important that it needs the co-operation, not only of the agricultural societies, the live stock societies, and fruit-growers' associations, but of the people in the towns and cities. Otherwise I don't know what we are going to do. Even the present position of high prices do not benefit the many farmers who were not wideawake.

"I am not sure that the prices did not get a little too high just recently, and an instance of what bad effects such a state of affairs have, was given. People said, 'We will quit eating beef,' and straightway began to consume some other product. The result is that the prices of this will jump and at that rate of reasoning the people will jump to something else. Such action disorganizes the whole world of commercial industry.

"Keep things at a fair, steady average price, and it will be more to our interests than this see-saw of high and low prices. The bacon business in Ontario had been an instance. Packers and feeders of hogs are now wondering what is going to happen."

PURE MERCHANDISE.

There has been some good legislation regarding pure food, pure drugs, which in the opinion of "Plymouth Products" ought to be extended. It quotes from an address delivered some time since by the Government expert, Dr. H. W. Wiley, Chief of the Bureau of Chemistry, of the Department of Agriculture, Washington, as follows:

"But why should a law which requires correct labeling apply only to foods and drugs? There is already a bill before Congress—the Pure Paint Bill—to prevent interstate commerce in adulterated and misbranded paints. A similar bill relating to fertilizers is soon to be presented to Congress, and why stop here? Why not strike out the words 'foods and drugs' in the law and insert 'merchandise?' Then the doctor asks, 'Why should my wife go into a shop and buy a silk gown and get one made of nitrated cotton?'

If the painter had to choose between mixing poor paint and holding up his staging with a poor rope, he would take a chance with the poor paint. If nothing more strenuous catches you first, the benzoate of soda you eat in your canned goods may kill you in time, but if you put your trust in poor rope and the rope breaks, your usefulness will be spoilt in as many seconds as it takes you to reach the ground.

By and by the pure merchandise law may come along and lock up some of the people who sell adulterated rope and call it pure manila, but until that time the buyer will have to look out for himself.

Heinrichs & Loswen, hardwaremen and grocers, Osler, Sask., have dissolved. J. J. Heinrichs will continue the business,

HARDWARE TRADE GOSSIP

Ontario.

The assets of Ralph Tait, hardwareman, Arnprior, have been sold.

W. G. Scott & Co., hardwaremen, Mount Forest, are advertising their business for sale.

S. F. James, of the Wood, Vallance Co., Hamilton, was a visitor to the Toronto branch early this week.

W. T. England, of the Sarnia Stove Store, Sarnia, sold that business to Michael Ellerken on Tuesday last.

O. Zryd, of the Hall-Zryd Co., Grimsby, stove founders, has been elected president of the Grimsby Board of Trade.

J. Hossack, Toronto, sales manager of the Lufkin Rule Co., of Canada, left this week on a trip through the Maritime Provinces and Newfoundland.

A. D. Kennelly, local manager of the McClary Mfg. Co., Toronto, was confined to his home a few days this week with an attack of bronchitis.

Davis & Rowland, hardwaremen and stove dealers, Clinton, have dissolved partnership. The business will be continued by R. Rowland under his own name.

E. W. Wilkinson, representing Harrison Bros. & Howson, cutlery manufacturers, Sheffield, England, spent the past week in Toronto (calling on the hardware trade).

J. McLaughlin, of McLaughlin, Guilfoyle & Co., hardwaremen, Gowganda and Larder Lake, called at the Toronto jobbing houses during the week and bought a quantity of stock for the spring.

Dan. McLeod, Bradford, sold his stove and hardware business last week to J. Howes. Mr. Howes was for some time a clerk with O. B. Henry, hardwareman, Drayton, and Mr. Henry helped him out with the first week's business.

Purvis Bros.' hardware business at Sudbury has been granted a provincial charter. The name for the future will be Purvis Bros., Ltd., and the capital is set down at \$50,000. The provisional directors are, James Purvis, Annie Banks Purvis, Lorne Fowler, Alex. D. Meldrum and Caroline A. Meldrum, all of Sudbury.

A. H. McLaughlin, for the past fourteen months advertising manager of the Gurney Foundry Co., Toronto, has resigned that post to accept a position with the T. Eaton Co., as chief of the catalogue mailing department. W. H. Knight, recently with the Gagnier Advertising Agency, Toronto, will succeed Mr. McLaughlin at Gurney's.

T. H. Hodgkinson, representing W. R. Humphreys & Co., Ltd., Sheffield, Eng., is on a short business trip to Canada, visiting Montreal and Quebec from February 24 to March 1. Toronto will be visited between March 2 and 5, after which he will return to Montreal. W. R. Humphreys & Co. manufacture the "Haddon" line of cutlery, razors, etc., and have been active in the Canadian market for many years.

Benjamin Moore, Brooklyn, N.Y., head of the large paint company which bears his name, spent several days in Toronto last week, conferring with Mr. Surbeck, manager of the Canadian factory at West Toronto.

Quebec.

J. H. Roper, of Montreal, has just returned from a trip to Quebec.

C. M. Strange, sales manager of Lewis Bros., Montreal, paid a visit to Ottawa this week.

George McAvity, of T. McAvity & Sons, St. John, N.B., has been on a visit to Montreal.

Henry Storey, of the Canada Carriage Co., Brockville, Ont., has been on a visit to Montreal.

Prescott Robinson, representing the 3 in 1 Oil Co., New York, has been on a visit to Montreal.

A. A. Trisch, of the International Distributing Co., Montreal, has returned from a business trip to New York.

Robert Munro, managing director of the Canada Paint Co., Montreal, has left for Lakewood, N.J., for a brief rest.

James Crathern, who for half a century was connected with the hardware trade of Montreal, celebrated his 80th birthday this week.

Robert Hutton, of W. Hutton & Sons, Sheffield, Eng., is now in charge of the Canadian branch of the business, with offices in Montreal, displacing W. J. Grant.

Frank Brophy has left the advertising department at Caverhill, Learmont & Co., Montreal, to take up other work. He was presented by J. Reid on behalf of the staff with a gold locket and chain.

The report of the Montreal Steel Works for the year shows the net earnings of the company to be \$184,259, against \$93,329 for the previous year. Dividend on the common stock was paid at the rate of 7 per cent.

David Deschamps, formerly in charge of the heavy goods department of Lewis Bros., Montreal, has bought the business formerly conducted by A. Dubreuil, Mount Royal Avenue, Montreal, and is having the store altered and improved.

The Sherbrooke (Que.) Scale Company has been incorporated with a capital of \$20,000, to manufacture scales, principally of the family kind. Joseph Frechette is the managing director, and a factory has been built on the outskirts of Sherbrooke.

W. F. Beardshaw, of J. Beardshaw & Sons, Baltic Steel Works, Sheffield, Eng., is in Montreal. Alex. Gibb, the sole Canadian agent of this firm, accompanied his visitor around various manufacturing plants. Mr. Beardshaw will visit several other Canadian cities.

Edwards Roberts, who was recently appointed provincial manager of the Dominion of Canada Guarantee and Accident Insurance Co., has been presented by his former associates on the staff of Caverhill, Learmont & Co., Montreal,

with a walrus traveling bag. J. W. Dawling made the presentation.

Samuel O. Shorey, who was the first commercial traveler from Montreal to Winnipeg, making a business trip to the latter place as far back as 1876, when it was still Fort Garry, died on Sunday. Mr. Shorey purchased the first passenger ticket ever sold by the C.P.R.

D. Roskam, formerly manager of the International Distributing Company, of Montreal, is now manager of the Canadian Distributing Company, Montreal. The firm's agencies comprise the Gem Junior Safety Razor, the Gem Concave Blade Safety Razors, combination sets and stropping machines, Nev-a-Hone Strop Company, Central Sales Company, and the Canadian Fountain Pen Company.

ELEMENTS NECESSARY TO SUCCESS.

A very important factor in the success of the traveling salesman in his own special work, as well as in the advancement of his employer's interest, are his relations with the trade which he visits.

As a matter of fact, the position he occupies is not a single-headed, but a three-fold one. Employed first of all to extend the acquaintance and the business of the house, he is expected also to see that buyers settle their accounts as provided by contract or agreement. Beyond that he is looked to for the adjustment of any difference that may come up, from whatever cause or source, and prosperity of the firm among his constituency.

The requirements are those of a good salesman, a fair accountant and something also of a diplomat. To successfully carry these responsibilities one must be a thorough gentleman. He will find it worth while to keep himself informed on the topics of the day, and particularly on the progress of events in his own trade. Ready at all times to give an opinion if asked for it, he must not force his ideas upon those who are not interested in what he thinks or has to say. It is essential that he will appear well when calling upon his trade so that, no matter what sort of company he is with, he will feel perfectly at ease. Shabbiness is always self-conscious of being out of place.

So far as possible, one should aim to make friends of his customers and encourage them in the same way towards himself. Genial at all times and in all places, he will never indulge in undue familiarity. Remembering that other calls are likely to follow, one should make no promises that can not be fulfilled to the letter. By this means confidence is established and plain statements come to be taken at their face value. Not only is the dealer glad to see such salesmen, but the latter finds his way smoothed with others, and his reputation as a man who can always be depended upon to do the right thing extended where it will do the most good.

Trade News from the Atlantic to the Pacific

Kingston Hardwareman Dies Suddenly—A "Buy in Brantford" Campaign Begun by the Local Papers of That City—British Columbia Wholesalers Elect Officers for Coming Year.

HALIFAX.

February 21.—The hardware jobbers report trade a little quiet this week. Unfavorable weather conditions throughout some sections of the province have had an effect on business, the travel being very bad.

Some of the dealers here think that the removal of the German surtax will benefit the hardware trade. Before the imposition of this tax very large quantities of goods of German manufacture were handled here. These goods consisted principally of pen knives, razors, and scissors, and also edged tools. As soon as the announcement of the removal of the surtax was made some of the dealers at once sent off orders for goods. J. H.

ST. JOHN.

February 23.—In the speech from the throne at the opening of the Provincial Legislature, last week, the early construction of a line of railway down the St. John River valley was forecasted. Merchants in the upper section of the province, especially have been agitating for some time for the building of a road that will compete with the C.P.R., as they claim they are at a great disadvantage, owing to the high freight rates. It would now seem that they are about to realize their hopes.

Robert Richard, who promoted and organized the Canadian Clothespin Co., at Arnprior, Ont., some two and a half years ago, is now in Campbellton, where he is forming another company. A lack of raw material is said to have been the cause of the company leaving Arnprior, but there should be no difficulty of this kind at Campbellton. The machinery will be brought from Arnprior.

T. S. Simms & Co., brush manufacturers, of this city, recently added a nickle-plating plant to their outfit, which has proved a good investment. They are now considering the advisability of adding a box-making department by which they expect to effect a large saving, not only in the actual cost of the boxes, but also in the amount of floor space now taken up by the quantity of boxes it is necessary to keep in stock.

Stockholders of James Pender, wire nail manufacturer, have agreed to sell to a Canadian syndicate headed by H. S. Holt, C. R. Hosmer, and F. W. Thompson, and others interested closely with the C.P.R. and Bank of Montreal, who will establish a big nail and wire plant at Fort William. The St. John factory will continue in operation, and James Pender will be general manager. W.E.H.

KINGSTON.

February 22.—George Sears, for many years engaged in the hardware business, died very suddenly on Feb. 18. He had

been troubled with his heart, and had also been ill with la grippe. It was his first day out, and on his return from town, where he went on some business, he was taken with a weak spell, and passed away, just within a couple of blocks of his home. The late George Sears was born at St. John, N.B., in 1844, and at the age of seventeen, he went to New York, where for twelve years, he was engaged in the hardware firm of Russell, Irwin & Co. Twenty years ago, he became connected with the hardware firm of Muckleston & Co., a firm doing a leading business in this city, at that time, and after a few years, entered into partnership with Mr. Muckleston, and up to two years ago, had carried on the business in his own name. He served the city as an alderman for four years, was member of the school board for several years, and also served as chairman of the board.

Announcement has just been made, that the Frontenac lead mine has been taken over by Samuel L. Barnhardt, as trustee. Mr. Barnhardt holds the property in trust for a company to be organized as the Canadian Smelting Co. Mr. Barnhardt, it will be remembered, sold Barnhardt's Island for \$900,000 to the Long Sault Development Co., which company have been trying to get the Government to allow damming the St. Lawrence River, to use its power. The erection of a smelting plant will be commenced as soon as the weather will permit. David Murray, manager of the Northern Crown Bank, has been appointed secretary-treasurer of the company. The head office of the company will be at Kingston. E.G.B.

BELLEVILLE.

February 22.—By the explosion of a carbon tank in the back shop of the W. W. Chown Co.'s establishment on Front St., a trio of men had a very narrow escape from severe injury. The tank was brought there to have a tap put in it and one of the tinsmiths struck it with his hammer causing it to explode. F. Mills, Chas. Thompson and Frank VanNorman had a narrow escape, as fragments of the can flew in all directions one piece striking VanNorman on the wrist and cutting it quite badly.

BRANTFORD.

February 21.—Local papers are conducting a "Buy in Brantford" campaign. The largest circulated one states, after advising local buyers to purchase here, that they have recently refused large contracts for advertising with big Toronto and Hamilton departmental stores, and advises its readers to quote catalogue prices and see if the local

merchants cannot undersell them, as they can in the majority of cases.

Fred Haney, of Strathroy, formerly of Tillsonburg, has disposed of his hardware business in Strathroy, and will move to Manitoba, where Haney Bros. have 1,600 acres of land, which they will improve. They will also open a large general store at Langruth townsite, the end of construction of the Oakland branch of the C.N.R. The town is growing rapidly.

A department which is being actively pushed by hardware dealers in this city is brassware, and two firms, Turnbull & Cutcliffe, and Elliott & Son, are securing much of the trade which formerly went to dry goods and stationery establishments. The line includes brass jardinières, cigar trays and alcohol lamps, as well as smaller novelties, and as there is a brisk demand for artistic brassware for decorative purposes, the trade is good, with excellent profits. They prove a splendid side-line. A. T. W.

LONDON.

February 22.—R. B. Quance, who has been employed with the hardware firm of W. J. Heaman & Co., Exeter, for the past four years, has taken a position with Parsons' hardware, East London.

R. E. W. Hagarty, secretary of the Canadian Cement & Concrete Association was in the city this week interviewing local men in connection with the convention to be held here at the last of this month.

The Western Fair Board is anxious to erect a new building, but is hampered by lack of funds. The cost is estimated at between \$5,000 and \$8,000.

Plans for the erection of a new registry office for London will soon be under way. W. E. E.

CHATHAM.

February 22.—Following a recent visit of the officers of the Gananoque Spring & Axle Co. to their Chatham plant, formerly the Dowsley Spring & Axle Works, it is announced that a new office will be erected and much new machinery installed, the outlay amounting to probably \$15,000.

Secretary A. S. Lamond, of the Canadian Wolverine Company, manufacturers of brass goods and plumbers' supplies, stated that the business done by the company during the past year is practically double that of the previous year.

A syndicate of New York capitalists, headed by Robt. S. Walker, are putting up at Glenwood, in the heart of the Tilbury East oil field, machinery whereby, according to the claims of W. O. Felt, inventor of the process, natural gas and oil, mixed in certain proportions, can be manufactured into gasoline at nominal cost. If the scheme succeeds, it will convert a large number of poor-paying oil leases into good propositions.

Albert Tomlinson and Harry B. Tommon, roofers and tinsmiths, have dissolved partnership, the former carrying on the business. W. E. P.

Condensed or "Want" Advertisements

AGENCIES WANTED

TRAVELER, good hardware, plumbing and electrical connection, wants good side line. Toronto or out of town or both; thoroughly acquainted with general hardware, gas and electric supplies. Box 960, **HARDWARE AND METAL**, Toronto. (10)

AGENTS WANTED.

*This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if **HARDWARE AND METAL** is given the opportunity to solve it.*

PROBABLY the most talked about machine in Canada is the Hainer Book keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

ARC LAMPS—For sale cheap, 47 Arc Lamps, Adams & Bagnell make, 110 volts, direct current. In good condition. A bargain for users of direct current. Address, Dominion Wire Mfg. Co., Coristine Building, Montreal, Que. (9)

FOR SALE—Stock of "Sterling" Ready Mixed Paints in good order. A liberal discount for immediate sale. Going out of paint business. Apply to E. S. Coppins, plumber, 371 Dundas Street, Woodstock. (10)

TINNER'S TOOLS, in excellent condition, at low prices either for lot or singly. Also several best gas furnace burners, Economy, Archer and Century at big cut. Telephone City Stoves, Limited, Brantford. (10)

BUSINESS CHANCES

FOR SALE—General hardware and stove business in Ontario. Good farming district; two railways; stock and fixtures about \$4,500. Good reason for selling. Will sell at 80c on dollar cash. Box 957, **HARDWARE AND METAL**, Toronto. (13)

FOR SALE—Hardware business in growing Saskatchewan town in centre of best farming district in Western Canada. Nice clean stock. Turnover about \$25,000 at good profits. A splendid opportunity to right man. Address Box 1045, Moose Jaw, Sask., Canada. (11)

FOR SALE—Electric light plant, consisting of two 35 k.w. alternating generators, 2400 volts, 133 cycles, with exciters, all Canadian general make, together with switchboard, transformers, arc lamps, &c. Generators belt driven by two 50 h.p. Leonard Peerless Engines. Capacity of plant 25 arc lamps and 1200 16 c.p. incandescents. Admirable equipment for small town or for isolated manufacturing plant. Address, The Canadian Copper Co., Copper Cliff, Ontario. (9)

FOR SALE—Hardware and stove business. Stock \$8,500. Good going concern in good town. For particulars address Dept. "J," H. S. Howland Sons & Co., Toronto. (9)

PLUMBING and hardware business for sale at a bargain. 702 College Street, Toronto. (9)

STOVES, PLUMBING AND TINSMITHING Business must be sold at once. Easy terms. J. D. Murdock, Weiland. (9)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

TINSMITHING AND PLUMBING BUSINESS for sale, complete with 8-foot brake and tools. Good business section. City. Box 954, **HARDWARE AND METAL**, Toronto. (10)

MISCELLANEOUS

A book-keeping staff in itself—doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge Street, Toronto.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

BUSINESS MEN, Professional men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

COPELAND-CHATTERSON SYSTEMS—Short simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

CUT DOWN THE COST OF YOUR FIRE INSURANCE. Our illustrated catalog "O" on fireproof windows, doors, etc., contains full information as to how you can save money on your insurance. You will find it interesting. Write for it to-day. A. B. Ormsby Co., Ltd., Toronto. (tf)

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are fire insurance experts. We can safeguard your interests and procure the lowest rates. Mitchell & Ryerson, Confederation Life Building, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J," which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto.

ERRORS AVOIDED, LABOR SAVED Using the Shopper or Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Firms, Letterheads. Circular Letters. Write us. Amer. can Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. Fresh air introduced under window sash gradually diffused throughout room. Foul air in room expelled through special outlets. Use in store, office and home. Free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be sceptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the per touch. Leading stationers have it. Write for samples. The Coop, Clark Co., Ltd., Toronto. (tf)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

USE THE BEST CARBON PAPER—"Klear Kopy" Carbon gives clear, unsmudged copies of letters and documents. Has been selected by leading government against 43 competitors. "Peerless" typewriter ribbons give clearer letters and will not clog type. All dealers. Write for samples. Peerless Carbon and Ribbon Co., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WE ARE OFFERING A FEW SPECIAL BARGAINS in Remington and Smith Premier Typewriters. These are real bargains. The Monarch Typewriter Co., Ltd., 98 King Street West, Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our Safes you can rest at ease; no fire too hot for them to withstand. Vaults and Safes to meet every possible requirement. Write for catalogue "S." Goldie & McCulloch Co., Ltd., Galt, Ont.

\$75 BUYS BEST DUPLICATING MACHINE. ACME prints anything a job printer can. Complete outfit: Acme Machine, stand with type cases, drawer for accessories, 20 lb. typewriter type, chase, Acme ribbon to match typewriter, pair tweezers, quoin, key, set of galleys. Guaranteed. Acme Duplicator Co., Baltimore, Md., U.S.A. (tf)

SITUATIONS VACANT

WANTED—Tinsmith, by first March, for good Manitoba town. Tinsmithing and furnace work. Highest wages to right man. Apply The James Stewart Mfg. Co., Limited, Woodstock, Ont. (9)

WANTED—Varnish salesman for Province of Ontario, Canada. Address Box 958, **HARDWARE AND METAL**, Toronto. (11)

WANTED—Tinsmith, 3 or 4 years' experience, one who can do plumbing preferred. State references and salary. Box 956, **HARDWARE AND METAL**, Toronto. (9)

WANTED—A capable plumber and steamfitter, one that will be able to estimate and lay out a job. In applying state age, nationality, married or single give full references. None but a temperate man need apply. State date applicant can assume position. Apply The Brandon Hardware Co., Ltd., Brandon, Man. (10)

WANTED—Tinsmith for small town west of London. One competent to do ordinary plumbing; bicycle repairing, help in hardware store, etc. In answering state age and salary expected for steady job. Set tinsmith tools also wanted (second hand). Give list of tools, condition and price. Answer Box 969, **HARDWARE AND METAL**, Toronto. (10)

WANTED—A competent man to take charge of a tinshop; able to lay out and estimate on installing furnaces and work connected with tinsmithing. A man with some knowledge of plumbing preferred. Apply in own handwriting, stating age, nationality, married or single, with length of time at the trade, giving full references, stating wages required and date applicant could assume position. None but temperate men need apply. Suitable wages given to a man that can fill the position. The Brandon Hardware Co., Ltd., Brandon, Man. (10)

SITUATIONS WANTED

SMART, energetic traveler, with 6 years' experience calling on Ontario hardware, implement and lumber trades, desires position with reliable firm. Box 955, **HARDWARE AND METAL**, Toronto. (19)

SITUATION WANTED by young man with three years' experience in retail hardware. All references. Address, G. E. Bagehaw, Sunderland, Ont. (11)

WINNIPEG.

February 22.—Since the dog disease has become so serious in Ontario and great difficulty is being met with in getting muzzles in that province, western retailers would do well to be prepared for the emergency should the disease find its way to western points. Muzzles and chains are a dire necessity if the outbreak occurs, and it is said that not one-third of the dogs in Winnipeg could be muzzled in short notice, should the occasion demand it.

Bert Lennox has purchased an adjoining store and moved the wall between it and his old premises, making the floor area double size. One half is devoted to builders' hardware, and the other side has household goods exclusively on display.

The representative of the local retail hardware association, who was a visitor at the big London convention, has heard much of a congratulatory nature regarding the success of the convention, as was evidenced by the report which followed it in Hardware and Metal. Local merchants are determined to emulate their fellows in the east in building up a strong association in the west, with a view to co-operate with the Ontario association on matters of mutual interest. A verbal report of the convention will be made before the local association on the evening of March 7, when the methods of management and the leading topics of discussion will be considered.

W. A. Templeton will remove his stock on March 1 to new premises recently leased in the Edmonton block on Portage Avenue. The old site is to be destroyed to make room for a mammoth department store to be erected by the Marshall, Field Co., of Chicago.

Local builders convened on the evening of Feb. 21 in the builders exchange in this city, where plans were discussed relating to the extensive building operations contemplated this year. Several hardware merchants were present and secured approximate estimates for builders' hardware requirements.

The McClary Social Club of this city entertained about seventy-five bonspiels at a smoker and concert on the evening of Feb. 14. Many of those present were hardware merchants from various western centres, and everyone enjoyed a well prepared programme.

A. E. Dykes and R. A. G. Graham, of the Ashdown wholesale house, are in Calgary during this week reorganizing the wholesale house in that city.

C. A. L. Wilson, manager of Robinson & Co., hardware store, is in New York at present purchasing new stocks of chinaware, silverware and household hardware.

A. E. Wyatt has returned from Banff, Alta., sanatorium quite recovered from his rheumatic illness. L. C. H.

CALGARY.

February 21.—A. J. Clark, manager of the McClary Mfg. Co.'s branch here, who had just recovered from a very severe attack of diphtheria, has suffered a relapse, and is under the weather again, and he has been granted leave of absence for three months, his place being taken by his brother George Clark,

manager of the McClary branch at St. John, N.B., George S. Bishop will, in the meantime, be acting-manager at St. John.

VANCOUVER.

February 16. — The hardwaremen known as the Hardware and Metal Association of B.C., held their annual meeting on Saturday last, when the following officers were appointed: President, W. A. Akhurst, Canadian Fairbanks Co.; Vice-president, W. G. Mackenzie, Wood, Vallance & Leggat; Secretary, John Burns. General matters were discussed briefly, but no important business was transacted.

W. S. Pierce, inventor of the new explosive, Piercite, gave a demonstration of the qualities of his article, before a number of mining and railroad men. A quantity placed under a stump did far better work than the same amount of dynamite would have done, while the "bulldozing" test was so satisfactory that it could hardly be equalled with ordinary explosive. It is the intention to form a company, in which Portland Canal mining men and others will be interested, and manufacture Piercite in this vicinity. The discovery of this explosive was the result of an accident.

The large structure, eight stories in height, being erected for Wm. A. Bauer, at the corner of Howe and Hastings Street, across from the new Federal building, will be a handsome addition to Vancouver architecture. It is of reinforced concrete. The Ferro Construction Co., of Cincinnati, O., which had the contract for the Hotel Europe in this city, is doing the construction work.

A volunteer fire brigade of employees has been instituted in the large wholesale warehouse of McLennan, McFeely & Co. This firm since it established itself in its building at the corner of Cordova street and Columbia avenue, has adopted many modern devices. It has a large sprinkling system, and now with its brigade, the chief of which is a former member of the city brigade at Calgary, effective work could be done in case of fire and before the arrival of the regular city brigade. R. B. B.

VICTORIA.

February 11.—Work has commenced on what will be the largest building in Victoria. This is the eight-storey block to be erected by J. A. Sayward, on Douglas Street. The building, which will cost \$200,000, will be of reinforced concrete, and will occupy an area of 80x120 feet.

The Westholme Lumber Co. are to erect a four-storey block on Government Street.

J. H. Todd is to spend about \$40,000 on a fine building at the corner of Fort and Cook Streets.

W. S. Fraser & Co. have secured the contract for the builders' hardware for

the new Pemberton block. The figure was about \$5,000, and is the largest contract of its kind secured by a Victoria firm.

Building still continues active. Permits for over \$100,000 have been issued this month, so far. The most important and larger buildings to be erected are: A two-storey building to be erected by H. W. Davies, to cost \$15,000; a three-storey block for Dr. Garasche, to cost \$13,000, and a \$6,000 building for H. W. Davies.

Mackenzie & Mann, have according to a report from a reliable authority, bought out the Dunsmuir coal mines on Vancouver Island. The price is said to be \$11,000,000.

The first shipment of Mannismaun steel pipe for the Esquimalt Water Works Co. has arrived. This pipe was brought up from Mexico, having come across Teherantapee railroad. Quite a number of coast merchants are having their goods shipped by this route, not only from the Old Country but from eastern Canadian points as well. One Victoria hardware firm ships quite a quantity of their freight by this route. Recently a shipment of axes from St. Catharines came through in excellent condition and at an extremely low rate.

The Canadian Bank of Commerce have acquired property about a mile out from the business centre and are to erect a branch bank, the first branch to be established in Victoria. W.B.C.

CHILLIWACK, B.C.

February 18.—The clerks of Chilliwack have formed an association, one of the chief aims of which will be to work harmoniously with the Merchants' Association of that district. S. A. Cawley, M.P.P., is the honorary president, the working officers being: President, John Robinson; vice-president, Miss L. M. Hall; secretary-treasurer, Miss G. K. Brown, with a strong executive committee under the chairmanship of W. C. Barber.

The objects of the association are: To foster and maintain a permanent social feeling among the clerks of the retail, wholesale and general offices of Chilliwack; to obliterate distrust and inspire confidence among the members of the trade; to remove by concerted action such evils and customs as are against good policy and sound business principles, whether it be cutting of wages, improper using of clerks, or whatsoever the evil may be; to disseminate useful information; to watch and influence legislation toward the better protection of the city and association; to assist our members in getting positions; to encourage the observance of Sunday and all legal holidays; and to attain the results which experience has proved are not attainable by individual or divided efforts. It is the intention of the association to celebrate their inauguration by attending one of the churches for divine service, and to continue this practice at least once annually.

CO-OPERATION IS THE KEYNOTE OF OUR POLICY

Our paint is a good Paint—there is no Paint like

Stephens' PAINT

It pleases the man that uses it—it pleases the man that sells it. Put up in the most attractive packages, it makes your shelves look well. Mr. Dealer, we put quality in a pretty package. It is just as cheap to put your goods up in a nice package as it is to use a poor label, and a pretty package helps us to sell goods. Write us to-day for our agency.

G. F. Stephens & Co.

LIMITED

WINNIPEG

Branch at Calgary, Alberta.

Corrugated Iron

We make it—either painted or galvanized in 3, 4, 6, 8, 10 foot lengths. In 27½ inch or 33 inch widths.

Metal Siding and Shingles

Galvanized or painted, all weights.

SEND US YOUR ORDERS

Winnipeg Ceiling & Roofing Co.

SHEET METAL MANUFACTURERS

Fort Rouge

Winnipeg

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

In the Beginning

that's when

Pease Furnaces

Cost most. The best iron and steel used in proper quantities and assembled by only expert workmen backed by an experience of over thirty-five years is worth money—cost money.

In the End

that's when

Pease Furnaces

cost least, because the life of a Pease furnace is long—it gives satisfaction all the time, and means reduced repair and fuel bills.

You can add to your list of pleased customers with a Pease Agency.

Write for Catalogue

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Feb. 24.—The output of all spring lines continues heavy. Travelers' orders have been supplemented by orders from merchants who were visitors in the city during the Bonspiel season. Wholesalers are particularly well pleased with the collections that have been made recently, and with this department in good condition the year's business will be very large, since orders are heavier than usual. When asked as to what lines were mostly in demand, a local jobber stated, that at present harvest tools, cooking stoves and utensils were the leaders. It is interesting to note that the stove buying is much earlier than usual. Deliveries are asked for in February, whereas formerly March 1 was the earliest date named for spring delivery. This fact goes to show that the trade will be very heavy and manufacturers will undoubtedly be pressed for goods, since in the past they have not been able to keep up with the demand.

It was stated also that the builders' hardware lines will open up heavily at an early date, and the prospects for more extensive building in the west are very bright. The barbed wire market has gone up 10 cents, and prices on all wire are very firm. This condition applies also to nails. With the exception of wire, there are no changes in prices this week.

Winnipeg Quotations.

Wire—Barbed wire, 100 lbs., \$3.25; plain twist, \$3.40; staples, \$2.90; annealed wire, \$3 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Poultry Netting—57½ per cent.

Horseshoes—"M R M" and "Bell" iron. No. 0 to 1, \$4.50; No. 2 and larger, \$4.25; snowshoes, No. 0 to No. 1, \$4.75; No. 2 and larger, \$4.50; steel, No. 0 to 1, \$4.85; No. 2 and larger, \$4.60 feather-weight, \$6.

Horse Nails—"M R M" cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$2.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Wire Nails—\$2.80 Winnipeg and \$2.35 Fort William.

Cut Nails—\$3 per keg base; pressed spikes, \$3.50 base, usual extras.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Bolts—Carriage ½ and smaller, 65; 7-16 and larger, 55; machine, ½ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Rivets and Burrs—Iron rivets 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 31c; 10, 34c per lb.

Harvest Tools—50 and 5 p.c.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Blocks—Steel, 45; wood, 60 per cent.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Stove Pipes — 6-inch, \$8.69; 7-inch, \$9.31.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Logging Chains.—5-16, \$5.60, ¾, \$5.50; 7-16, \$4.80.

Enamelware.—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Grindstones.—Per 100 lbs., \$1.65.

Wringers.—Royal Canadian, \$35; new easy, \$39.

Crowbars.—4½c per lb.

Steel Square.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—21c per lb.

Lanterns.—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Rope.—Sisal, 9¼; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Bar Iron.—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Pig Lead.—\$5. Lead pipe, \$6.

Sheet Zinc. — Casks, \$7.75; broken lots, \$8.50.

Copper.—Planished copper, 33½c per lb.; tinned, 24c.

Iron Pipe—Black pipe, ¼ in., \$2.45; ¾ in., \$2.85; ½ in., \$3.50; ¾ in., \$4.25; 1 in., \$6.10; 1¼ in., \$8.30; 1½ in., \$10; 2-in., \$13.30; 2½ in., \$21.75; 3 in., \$28.60; 4 in., \$40.75; 5 in., \$50; 6 in., \$65. Galvanized: ¼ in., \$3.50; ¾ in., \$3.85; ½

in., \$4.25; ¾ in., \$5.50; 1 in., \$7.90; 1¼ in., \$10; 1½ in., \$13.20; 2 in., \$17.60; 2½ in., \$29.

Fittings. — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Galvanized Iron — Appolo, 16 gauge, \$3.65; 18, \$3.70; 20, \$3.75; 22 and 24, \$3.85; 26, \$4.05; 28, \$4.45; 30-gauge or 10¼-oz., \$4.65; Queen's Head, 20, \$3.85; 24, \$4.05; 26, \$4.45; 28, \$4.65.

Tin Plates—I.C. charcoal 20 x 28 full box, \$9; ½ box, \$4.75; IX. full box, \$11, ½ box, \$5.75; IXX. full box, \$13.50; ½ box, \$7.

Terne Plates—I.C. plates, \$8.50.

Canada Plates—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40, full polish 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline 24c; Sunlight, 20c; Family Safety, 24c; Seach Light, 22c; National Light, 25c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c; Acme Lamp, 30c; White Lily 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils—White lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3; 100 pound drums, \$2.75; turpentine, bbl. lots 90c per gal.; linseed oil, raw, 90c; boiled, 3c per gal. advance on this price.

Ammunition—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof do., \$8; honker in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins (50 lbs. bulk), per tin, \$26.50.

PAINT JOBBERS ADD NEW LINE.

Sanderson Percy & Co., Toronto, wholesale dealers in paints, oils, varnishes and kindred lines, have added to their wares a stock of table and pocket cutlery, razors, scissors, etc. The company's travelers already have an established connection with the Ontario hardware trade, and it was considered that an advantage would be gained if their salesmen carried, in addition to their paint, glass and brush lines, samples of these other goods, the company believing that both departments would work well together. For some time a number of hardware jobbing houses have been selling white lead, putty and other paint goods.

A new showroom devoted to these cutlery and table silverware lines has been opened on the second floor of the Sanderson Percy building, where customers can look over their samples.

SHEET STEEL CORPORATION.

E. R. C. Clarkson, Toronto, assignee of the Canadian Sheet Steel Corporation, Morrisburg, states that the business of the corporation is going on as actively as before the assignment. An endeavor is being made to work out some form of reorganization which will put the corporation in a stronger position than it was prior to the assignment.

Ask US to quote you for

PARIS GREEN

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience; and know that we can compete

...

**HOYLE
ROBSON
BARNETT & CO.,
LIMITED**

HEAD OFFICES:
35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND

CONTRACTORS TO
H. M. ADMIRALTY and WAR OFFICE



*Two Hundred and Eighty-five
Different Packages of Various Styles and Sizes*

are necessary in putting up Sherwin-Williams Paint and Varnish Products for the markets of the world. This is due to the large variety of products manufactured by The Sherwin-Williams Co. They do not sell one product for use on everything that needs painting, but make a special product for every different purpose. This means that you can fill any requirement of your customers with a Sherwin-Williams Product, which is specially adapted for that particular purpose, thus insuring satisfaction.

We help the dealer sell Sherwin-Williams Paints and Varnishes by indoor and outdoor displays, magazine advertising, newspaper electros, attractive store advertising, personal letters to property owners, architects, painters, etc.

We want an agency in every locality throughout the Dominion. Write us for particulars.



THE SHERWIN-WILLIAMS CO.

MAKERS OF PAINTS AND VARNISHES

CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B.C.



Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs. All machine shops and railway shops should have it. Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description

A. B. JARDINE & COMPANY
Hespeler, Ontario

"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



Our Facilities for Making Show Cases, Store Fronts, Special Cases, Fixtures, etc.

enable us to turn out this class of work promptly at moderate prices.
Attractive and durable designs to offer you—they will help sell your goods.

Write us your wants and we will be pleased to quote.

The Winnipeg Paint and Glass Co., Limited

EDMONTON

WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

A. E. Hamilton, St. John, N.B., will rebuild his woodworking factory, recently destroyed by fire.

The North Star Lumber Co., of Crow's Nest Valley, B.C., will construct a new saw mill at that place.

The Grand Trunk intend to erect a new roundhouse of a permanent character at Palmerston, Ont.

Bayne & Foley Bros., of Five Islands, N.S., will build a number of warehouses in connection with the mining industry at that place.

C. C. Snowden, of Calgary, Canadian representative of the Independent Oil Company, of Pennsylvania, states that a large warehouse will be built at Edmonton in the near future.

The Rainy River Lumber Co. have over 1,000 men at work in the woods around Fort Frances, Ont. Another lot of 4,000 men are in the Rainy Lake country, and a well-known lumberman states that still more are wanted.

Public Buildings.

Ratepayers of Victoria, B.C., have passed a \$184,000 school by-law.

Two, instead of five, fire halls will be constructed this year at Winnipeg.

The Berri Street school, at Montreal, will be replaced by a new structure.

The Bathurst Street Methodist church, Toronto, will erect a new Sunday school.

Work on the new hospital at Lady-smith, B.C., is expected to be begun in the spring.

Tenders will be called in March, for the extension to be made to the Church of Our Lady of Lourdes, Toronto.

The Board of Trade of Trail, B.C., is asking the Provincial Government for a \$10,000 appropriation for a new school building.

A Roman Catholic cathedral will be erected at Haileybury, Ont. The contract was awarded to V. Ladouceur, Ottawa, at \$90,000.

Tenders addressed to A. Asher, Wel-land, will be received until March 4 for the erection of a Sabbath school building in connection with the Presbyterian church at that place.

The addition to the Anglican church, at Fort Rouge (Winnipeg), will be rushed to completion with all possible speed when spring opens. The foundation has been already laid and some other work done. Estimated cost, \$10,000.

General Building Notes.

The Sterling Bank will erect a new building at Winnipeg.

The Molsons Bank will erect a bank building at Knowlton, Que.

The Y. M. C. A. directors of St. Thomas will erect a new building on the

site of the present one, opposite the City Hall.

Henry Corby, Belleville, proposes to erect a first-class hotel at Kingston.

The Terminal City Club, at Vancouver, will erect new premises at that place.

M. Webb has a building permit for ten brick houses at Hamilton, to cost \$15,000.

Commander Harrison, of Victoria, is erecting a handsome residence at Crawford Bay.

Tenders are asked by J. D. Ferguson, Saskatoon, for the erection of a business block there..

Plans for a new lodge building for the Knights of Pythias, of New Westmin-ster, are under way.

The Bank of Toronto has purchased a lot at Yorkton, Man., on which a new branch will be built.

The Victorian Order of Nurses will erect a new home at Vancouver, if a suitable site can be secured.

The James Bay Athletic Association, at Victoria, held a meeting and discuss-ed the proposition for a new building.

Recent building permits at Montreal include: Hall Bros., warehouse, \$6,000; J. T. Davis, dwelling, \$6,000; Jas. Jacob, dwelling, \$7,000; St. Aloysius Parish, house, \$10,000.

Architect Sinclair is preparing plans for Contractor Bullock for the large apartment house at Brandon. Building operations will commence as soon as spring opens. Estimated expenditure \$100,000.

Architect Frank Evans, Winnipeg, has awarded the following contracts for a five-storey warehouse to be erected in Winnipeg for the Paulin Chambers Co.: General contract, Phil. Burnett, Winni-peg; iron work, Manitoba Iron Co., Winnipeg. The building will cost \$30,000.

The C. P. R. will build a large hotel on the northern end of Arrow Lake, Ar-rowhead, B.C. Plans for the building are complete, and work on the new building will be commenced shortly. The structure will be similar in some re-spects to the Chalet at Lake Louise, and will cost \$100,000.

Railway Development.

The I. C. R. is calling for tenders for a line of eight miles between Chatham and Nelson, N.B.

Tenders addressed to A. W. Campbell, chairman, Government Railways Manag-ing Board, Ottawa, will be received until March 15, for the construction of a line of railway between George's River and Sydney Mines, N.S., a distance of 9 miles.

The following projected lines will be built this year by the C. P. R.: Regina to Griffin, 73 miles; Regina to Bulyea, 50; Outlook to Macklin, 147; Regina to Colonsay, 110; Weyburn branch west, 25; from Langdon into irrigation belt, 62; addition to extension north from Kipp, 30; Kootenay Valley line, 20; total, 517.

The Ottawa, Montreal & Eastern Rail-way Co. has been incorporated to build a line from Lake Megantic through the intervening counties, crossing the St. Lawrence to Montreal at Longueuil, thence to Ottawa. The company is also given power to construct a bridge or tunnel across the St. Lawrence at Longueuil. The work must be started within three and completed within seven years.

New Companies.

Fisher Fuel Economizer, Ltd., Toron-to; capital, \$100,000; to smelt and re-fine ores, etc. Incorporators, L. A. David, H. J. Elliott and J. J. Robson, Montreal.

The Montreal Electric Co., Montreal; capital, \$40,000; to manufacture and deal in electric machinery and supplies. Incorporators, W. B. Shaw, E. J. Gunn and F. A. Newbury.

Mica Mines Syndicate, Ltd., Mont-real; capital, \$300,000; to quarry, treat and prepare for market, ores metals and minerals. Incorporators, G. V. Cousins, C. A. Hale and P. F. Brown, Montreal.

B. J. Coghlin Co., Ltd., Montreal; cap-ital, \$200,000; to engage in business as wholesale iron, steel and metal mer-chants. In corporators, B. W. P. Cogh-lin, G. R. Coghlin and N. J. Dawes, Montreal.

Rice, Knight, Ltd, Toronto; capital, \$100,000; to take over the Rice, Knight Mfg. Co., and operate works for produc-tion of petroleum products, etc. In-corporators, H. W. Knight, H. A. Rice and E. H. Scammell, Toronto

PROFITABLE SIDE-LINES.

The introduction of a good line of moderate-priced cameras, retailing from \$1 to \$10 each, has already proved itself in most cases a profitable venture in hardware stores in United States towns and cities, and the idea deserves wider application. The salesman in charge need not be an expert photographer, who would demand a fancy salary, as a young man of even moderate abilities could master the basic principles of photo-graphy in a very short time by some extra work after hours, and would ma-terially increase his value to the firm.

Lines which sell well, and also have the attraction of making handsome decorations for the store, have a double value; and in this class flags, bunting, college pennants and club emblems of every sort have a most prominent place, beautifying the sales floor with harmo-nious colors, and giving the whole store an atmosphere of both artistic beauty and of popular sentiment.

"DOMINION CROWN"

POLISHED SHEETS
POLISHED CANADAS.

Best Quality and Finish

STOCK AND IMPORT.

A. C. LESLIE & CO.,
MONTREAL LIMITED

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N. S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL

IVER JOHNSON Truss Bridge Bicycle

TRUST THE
TRUSS

NOTE THE
SPRING FORK



The Iver Johnson is proof against the strain of racing or coasting or the jars of rough roads, because the Truss bridge holds the frame absolutely rigid, preventing sagging and spreading, and the new spring fork absorbs the vibration from the hub.

Thus the Iver Johnson is wonderfully easy running and far stronger and longer-lived than other bicycles.

Write for Catalog and Dealer's Proposition

This is worth looking into if you want to make good money on a good proposition. Dealers generally agree that Iver Johnson is the best seller on the market.

IVER JOHNSON'S ARMS & CYCLE WORKS

Manufacturers of Iver Johnson Revolvers ("Hammer the Hammer") and Single Barrel Shot Guns.

Factory and General Sales Office, 330 River Street, Fitchburg, Mass.
New York, 99 Chambers Street.

Pacific Coast Distributors, Baker & Hamilton, San Francisco, Cal.
Southern Selling Agents, Henry Keidel & Co., Baltimore, Md.



of the best quality is indispensable to every hardwareman's store.

Buy London Iron, which is uniform, flawless and consistent throughout. It is rightly tempered and correctly heated.

GET OUR PRICES

Sales Agents:

BAINES & PECKOVER, - Toronto, Ont.
BISSETT & LOUCKS, - Winnipeg, Man.

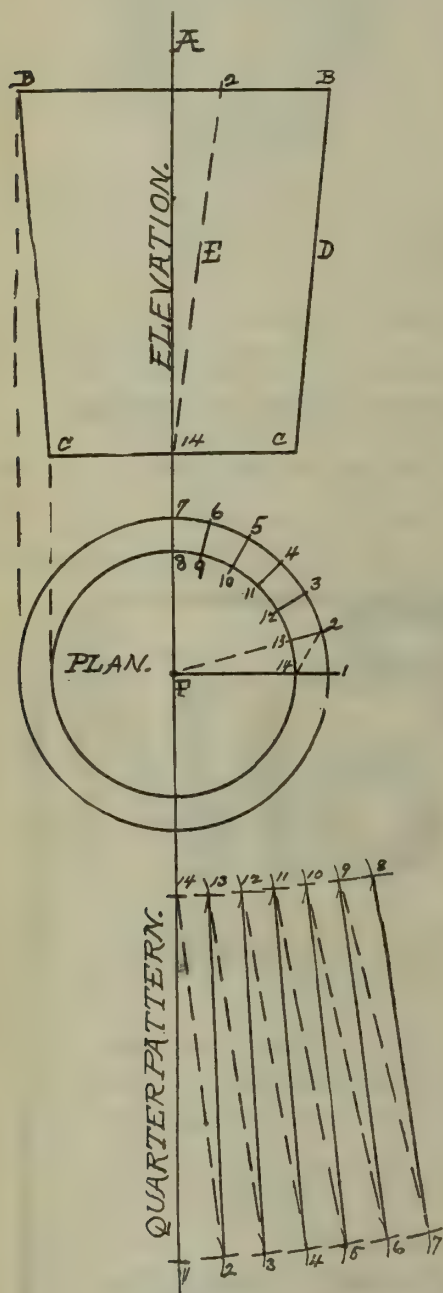
LONDON ROLLING MILL[®]
CO., LIMITED.
LONDON - CANADA

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter pertaining to the Tin Shop.

FLARING ROUND PATTERN.

In describing a flaring round article secured by triangulation, J. A. Wright, in the American Artizan, says:—Draw a centre line A, and on that the elevation as shown by B B and C C, any size



Flaring Round Article.

desired. Using F as centre, draw plan equal in diameter to C C and B B. Divide a quarter section as 1 to 7, and with F again as centre, dot the inner circle as 8 to 14. Now take the length of 14 to 2 of plan and transfer to A 2 of elevation, and the broken line drawn to 14 at A

line shows cross section to be used in securing pattern. As an illustration we show here a quarter pattern only. For the pattern take the length of D from C to B, and draw 1 to 14 of pattern. Next take length of E with your dividers or compasses, and with one point at 14 of pattern draw 2, now 1 to 2 of plan and draw 1 to 2 of pattern. Now length of D from C to B, and draw 2 to 13 of pattern; then 14-13 of plan and draw 14 to 13 of pattern. Again the length of E and draw 13 to 3 of pattern. Next 2 to 3 of plan and draw 2 to 3 of pattern.

Follow this method throughout, using first D and then E, also 14 to 13 and 1 to 2 from plan to pattern and elevation to pattern, as herein described.

CAUSES OF SMOKY CHIMNEYS.

There are two principal causes why a chimney should smoke. A long flue full of cold air, and itself built of cold material, is one. To prevent the flue from cooling too much or too suddenly is the only sure preventive. This, as all architects know, is done most surely by grouping the flues together in the middle of the house, so that all are kept more or less warm from their proximity to that from the kitchen range, which is in use all the year round.

If, as happens in many houses, there are distinctly two sections—one devoted to the kitchen and the other to the household—two such groups of chimneys have to be formed and the household group has often to run the risk of being idle for a great part of the year, unless, indeed, it is possible to carry up within it a flue from a basement heating apparatus, which is used for hot-houses. An interesting discussion of the subject was given recently in the Building News, of London, as follows:

From what has been said it will be recognized that to put a fireplace on an outside wall is to invite disaster. Many careless designers think little of doing this, considering nothing else than the position of the fireplace in the room, or the artistic effect of an external chimney. The discomfort caused by smoke, however, has to be reckoned with as well as the initial cost involved. It is clear that a flue which abuts upon the external air will cool quite rapidly, and the smoke difficulty may occur when lighting the fire in the morning after a hard night's frost, just as in the early autumn after a summer's rest. All the same, occasional external chimneys cannot be avoided. Where they are used, wisdom suggests

that they should have a thick outer lining, instead of the usual $4\frac{1}{2}$ in. of brick work, though comparatively few people, in these days of reducing prices to a minimum, think of doing this, except in high-class work. Tall chimneys, too, where they rise for some distance above the roof, ought to be at least 9 in. thick externally, if rapid and undue cooling of the contained air is to be avoided. Yet it is rarely indeed that they are made so substantial as this, unless they are of stone instead of brick.

Another prolific cause of smoky chimneys is down-blow, resulting either from some accidental depression of the wind or the relative position of the chimney with regard to some neighboring tall building, or trees, or even a neighboring hill—anything, in fact, which can cause a depression in the current of air with a strong wind blowing from a certain quarter. This evil is most acute, as a rule, in towns; while fireplaces on the top story of a building are more affected than those from the rooms below. It is recognized by the smoke puffing out in sudden bursts, corresponding with the gusts of wind. The means of cure are obvious.

Either the chimney must be carried up to a sufficient height to avoid the cause of the down-blow, or else a specially constructed chimney top, or cowl, must be used. There are many parts of Europe—hilly districts, most of them—where the open top is rare, the two sides of a flue being carried up, and a heavy stone lintel laid across, so that the smoke escapes laterally and not vertically, while any depressed current is prevented from entering otherwise than across the flue top, passing through the opening rather than down the flue, and so helping rather than retarding the draft. A chimney such as this can generally be made picturesque, so that its adoption is often worth consideration.

Another cause of smoke is an ill-constructed grate, with, perhaps, too small a hood or canopy, and insufficient ventilation. Nowadays, the fireplace has received so much attention that a badly constructed one is much more difficult to obtain than formerly; but there are still many people who bottle up their rooms so completely that it is not easy for enough air to be supplied to carry the products of combustion up the flue. It must always be remembered that the flue, when the fire is lighted, acts as an outlet ventilator, up which there is a constant current of air. Consequently, there must be the same amount of air introduced into the room which the chimney serves, and, if this required amount is not allowed to pass in through sufficiently large openings, it will be drawn in through narrow cracks and so cause drafts. The natural inclination of the most people is to stop a draft by closing up the opening through which it passes, and so by reducing the inlets the supply of air to the grate becomes insufficient and the chimney "smokes," because the smoke is not carried off with sufficient rapidity.

The Retail Paint Trade

GET AFTER THE PROBABLES.

Has the merchant looked up his list of probable paint users this spring. Many property owners refused to paint last spring on the plea that the property did not need it. A year has gone by since then. Rain, sun, and frost have severely tried the house, barn, or fence as the case may be. A reminder from you, Mr. Dealer, will probably bring in the order at last. Let the occasion go by, and some other merchant may get the benefit of the work you did last spring in first bringing the matter of painting before the property owner.

Intermittent missionary work on the part of the paint dealer has but poor results. It either leaves the probable paint user in an undecided state, or makes him ripe for the other paint dealer. Continuous efforts can alone bring in the best results. Keep repeatedly after every man whose property is deteriorating through lack of paint. Start right now to prove to him that when the spring comes he should get busy. Mail or deliver some color cards and illustrations of different color schemes for property painting. Tell him, before the other man does, that your stock has been thoroughly sorted up, and that complete lines are carried. Tell him why he should paint, how he should paint, and whose paints he should use. Get him accustomed to associate your store with the question of painting so that when one morning early in spring if he should decide on painting he instantly associates your store with the idea, and forthwith wends his way to your premises.

The merchant who wishes to get full measure of success from his paint department this spring must put his whole heart into the campaign. He must formulate his plan of operations before hand. If he waits until spring is at hand he has no time to get after probable users of paint in a thorough way.

Remarks like this will be heard: "Oh, by the by, Mr. Property Owner, aren't you going to paint your house this spring?" "Well, I haven't thought anything about it. I guess I will wait now." He hadn't thought about it. There is the mistake. The paint dealer should have made him think about it long before. With the general rush of spring orders on, the merchant cannot spare the time to canvass the district thoroughly. He cannot go sowing at reaping time, and so the opportunity is lost.

Sit down now Mr. Dealer while trade is on the quiet side, and you have a few spare moments. Plan out your campaign, and set those wires to work which will bring in good results, when the spring opens. There is not much time to lose now. Call in the aid of your manufacturer. Let him help you in your follow-up campaign. Make a personal tour of the district yourself, and have a chat with the property owner, now that he has, like yourself, some time to talk over the matter. When the spring comes both of you will be too busy to do this.

"the finish" "that endures" **Floorglaze**

Costs you nothing to see what our new Floorglaze proposition is. A postal does it.

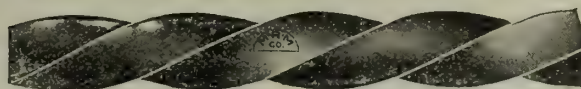
Sells every day in the year, because the new additions to the regular M.L. Floorglaze Enamel Colors—the M.L. Floorglaze Lacs and Transparent—fit this line to get every dollar's worth of paint business in your neighbourhood—both for indoor use or out. The M.L. Floorglaze Lacs (10 of them—they wear like iron) match perfectly the grain and coloring of all the fine hardwoods used in furniture, floors, panellings and all building uses—while the M.L. Enamel colors (glass hard—brilliant—enduring) take care of every solid color requirement possible. A great money-making, kick-preventing line—you ought to know about it.

Samples, color cards and live proposition for live-wire dealers from our nearest agency: Toronto, 6 Morse Street; Winnipeg, 108 Princess Street; Vancouver, 550 Beatty Street.

The Imperial Varnish & Color Co., Ltd.
TORONTO, ONT.

"M.R.M." Twisted Steel

FOR CONCRETE REINFORCEMENT



Canadian Engineers endorse "M R.M." Cold Twisted Steel Bars, which possess high elastic limit, great tensile strength, while the shape of the bar permits of a close bond with the concrete.

Made in sizes $\frac{1}{4}$ in. to $1\frac{1}{4}$ in.; lengths 6 to 38 ft.

THE MONTREAL ROLLING MILLS CO.
MONTREAL

PAINT AND OIL MARKETS

MONTREAL.

Feb. 25.—Good steady business is noted principally for spring shipment. Travelers seem to be meeting with a very confident spirit among the retail trade, and the opinion is general that the spring consumption will be a record one. Generally all lines are moving well, and there is a firm tone to the markets.

No changes are announced, with the exception that cutting has been noticed in some quarters in white lead. Turpentine is quiet, but linseed oil is firm and judging from the flax seed market there is no immediate chance of any reaction. Colors, varnishes, and japans are showing a spring movement, and good orders are going out.

Turpentine.—Leading jobbers continue to quote 82c for single barrels. The demand is reported quiet, and while this sluggishness prevails no change is looked for in local quotations.

Linseed Oil.—Buyers seem to be acting with great caution, which is usually the case when an article is quoted far above the average price. Stocks apparently are accumulating, but this will soon be remedied when shipments for March are taken up. Flax seed is still extremely high in price, and conditions do not promise any relief in the market pressure for some time to come. No change in prices is announced, and we quote: 82c for raw and 85c for boiled ex-Montreal.

Ground White Lead.—Fairly steady movement is noted in ground white lead, but there does not seem to be much life to the market, and cutting is reported in some quarters apparently in the hopes of shaking up the market somewhat. Matters will brighten up when the March movement opens. We continue to quote: \$5.50 to \$6, according to brand, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal.

Red Lead.—Red lead continues uninterrupted by any price changes. The movement of orders is fair, and some good bookings have been received for early shipment by boat. We quote: Genuine red lead in casks, \$4.75; in 100-lb. kegs, \$5.25; less quantities at \$6.25 per 100-lbs.; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities, \$5.75.

Colors.—Colors, both dry and ground in oil, remain firm in tone. Orders are improving in strength, and it is evident that a steady buying movement has set in. The spring is expected to open early, and merchants are preparing for a good rush.

White Zinc.—An improvement is noted in white zinc lines with the market steady in price. We quote: Dry V.M. red seal, 7½c; red seal, 7c; French V. M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

TORONTO.

February 25.—Satisfactory trading continues in the paint field. Next week things are expected to take on a brisker look, when deliveries will commence to move at a good clip. Present demands are for general paint goods. White lead

booking has been particularly fine during January and February.

Not a single price change has been reported during the week, and the situation remains as it was a week ago. Turpentine is yet at a low figure; linseed oil is firm, and white lead is steady, due to a rumor that an association price may be made on this commodity. In rosins, the finer grades declined slightly a week ago and no advance has since taken place, but in the ordinary rosins a still further advance has been made, averaging about five cents per barrel.

Turpentine.—In regard to turpentine, the price has been stationary at Savannah. The quantity received is, as is naturally expected at this season of the year, very small. It is said that only 415 barrels were received last week and over 2,000 shipped out, reducing the quantity on hand still further, which is now only two-thirds of what it was same time last year. The future is uncertain and depends upon the demand. Local prices in Toronto are unchanged and the margin of profit is still very small. Single barrels are given at two prices, 83c and 84c. The imports of turpentine into Great Britain from the U. S. in 1909 were 18,298 tons, 83 per cent. of the total imports. Great Britain also imports turpentine from France, Spain, Portugal, Russia and Scandinavia.

Linseed Oil.—Oil has been advancing gradually in Great Britain and it looks as if another advance would take place as soon as the spring demand sets in. Some of the U. S. flaxseed crushers have been compelled to shut down their mills because of irregular supplies of seed. Other producers have been similarly affected by the delayed freights. The weather conditions in part were to blame for these drawbacks of trade. High prices also have interfered. Local prices and conditions are unchanged. Raw is 82c and boiled oil, 85c for single barrels. Buying is slow.

White Lead.—The market is unchanged, and prices are firm at previous quotations. Actual buying is weak just now, but booking during the first two months of 1910 has been heavy. Rumors of an association among grinders are heard and tend toward a stiffening in quotations, but the small quantities sold this week past have kept the situation much as it has been since the opening of the year. Quotations range from \$5.75 to \$6.40.

Red Lead.—Trading is a little on the dull side just at present. Prices are unchanged, ranging from \$4 to \$5 for all grades in ordinary quantities.

Glass and Putty.—Fairly active are these two lines. The spring is not ordinarily a good season for glass selling. Prices are unchanged.

Petroleum.—Good steady trading is passing at unchanged prices. The Dominion Government has been investigating the oil prospects in the west and at Fort McMurray, 250 miles north of Edmonton, have spent \$30,000 in prospecting. The expert on the ground says that in a few years considerable quantities of oil will be produced from the wells of that district.

The White Lead That Has No Equal

Is BRANDRAM'S B.B. GENUINE WHITE LEAD PAINT which we have been making for twenty years, and which we alone have the right to manufacture in Canada.

The corroding is done by the secret Brandram process, by which for more than a century this White Lead has been made in London, England.

Brandram's B.B.

Genuine White Lead

is remarkable for its body, its whiteness, its fineness, its great covering capacity and its durability.

In spite of the superior quality of our White Leads, our prices are the most favorable, because we are not only paint grinders but White Lead corrodors.

Write us a postal for prices and full information.

BRANDRAM-HENDERSON LIMITED

Montreal
St John

Kalifax
Toronto
Toronto

PAINTS FOR ALL PURPOSES

A Great Line For the Dealer

It's much less work for the dealer to push one line of paint than it is a half dozen different lines. When the question of quality on one kind of paint is established it carries the supposition in the customer's mind that other kinds of the same make are just as good. And this is especially so of

The Martin-Senour Paints

For instance, one use of the **Martin-Senour Paint—100 per cent Pure**, is a recommendation to try the **Senour Floor Paint**—and it, in turn, gives such satisfaction that it suggests the use of other paints of the same make. All this without a word from the dealer. You should confine your efforts to one manufacturer's goods—don't scatter your shot, you'll make more money, too. Get our dealer's proposition and don't waste your energy trying to popularize a dozen different brands of paint for as many purposes. You'll find 'em all in our line. Write today.

THE MARTIN-SENOUR CO., Limited
Montreal Pioneers Pure Paint Chicago

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Limited.

Halifax, Nova Scotia



MOORE'S "IMPERVO" VARNISHES

ARE PROVING AS SUCCESSFUL AS



Moore's Muresco
Moore's Trip-L-Body White
Moore's Oil Colors and Paints

PAINTERS should use these goods—and the wise ones do—
DEALERS should sell these goods—and the wise ones do—

BENJAMIN MOORE & CO., LIMITED

Manufacturers of Fine Colors, Paints, Varnishes and Muresco

Toronto

New York

Chicago

Cleveland

NEW CANADIAN VARNISH PLANT.

One of the largest strictly varnish manufacturers in the world, Pratt & Lambert, Inc., have just completed a Canadian branch factory at Bridgeburg, Ont., and next week will place on the Canadian market the first products of this new factory. This company was founded in 1849, by A. W. Pratt, and besides its U. S. factories at Buffalo, Chicago and New York, has factories in Europe, at London, Paris and Hamburg.

Having been pioneers in the making of varnishes, Pratt & Lambert were also among the first varnish manufacturers to enter the field of making special varnishes for special purposes, and have made such progress along this line that to-day they turn out over 300 varnish products. The size and resources of the company have made it possible for them to spend time and money in experimenting with and perfecting particular varnishes for particular purposes, and have also enabled them to develop the most scientific methods of manufacture and the most rigid system of careful testing.

Varnishes of innumerable kinds are made by the company for all lines of manufacture—carriages, automobiles, pianos, furniture, books, maps, fruit cans, floors, woodwork, and generally everything made that carries a finish. The company have learned from experience that the selection of gums is the foundation of ultra varnish quality, and know just what kind of gums to buy for different varnishes, and have an expert stationed in London for this purpose.

A great deal of time and money have been spent on inventing mechanical equipment to insure exactness of results, and constant improvement is continually being made to the machinery. The plant at Bridgeburg is just 15 minutes distance from the Buffalo plant, so that it has not been found necessary to duplicate the office equipment.

WINDOW DISPLAYS.

It is strange but true that few merchants, says Hardware Trade, appear to realize the tremendous business-bringing power of well-dressed windows. Windows advertise your business whether you give them attention or not, and it is the merchant in the smaller town, where not as much attention is given to window dressing as in the larger cities, who can make his windows so attractive that he will have everyone in town anxious to see what he will do next. If your windows are untidy, dirty and full of cobwebs, they advertise you as unprogressive, and to the average person this means an undesirable place at which to make purchases. If your windows are clean, bright and always trimmed artistically they have a tremendous drawing power, the value of which can hardly be overestimated.

First impressions are always important, and a possible customer may be attracted or repulsed, according to the appearance of your store front. Paint it in some harmonious and striking color. For your windows, of course, plate glass is very much to be desired,

but the smaller merchant need not feel discouraged if it is beyond his means, as it is what is behind the glass that really counts. No matter what kind of window you may have, the glass should be always kept clean and well polished. Then fill the space behind the glass with interesting merchandise, and it will attract attention and sell the goods.

The planning of the window space and back-ground is important. A drug store can get along with a shallow window space, while a strictly hardware and paint store should have roomy window space. The character of the background depends largely on the character of the merchandise you display.

The actual dressing of your windows involves a few underlying principles which should always be kept in mind. They are as follows: simplicity, color harmony, arrangement, variety, seasonableness and association with local advertising. Most of the paint and varnish advertisers furnish the retailer with special window trims. You should see that you are supplied with these by the manufacturer whose line you are handling.

HOW TO TEST A BRUSH.

The first test of a good brush is its price. You cannot expect to get a good bristle brush—a reliable brush—without paying for it. The use of a microscope in testing a brush is valuable in distinguishing the true bristle from fibre, horsehair, etc. True bristle has a horny appearance. A good bristle tapers from root to point, while horse hair is of about the same thickness throughout. With a microscope you can also discover any defects in the bristles, such as hollowness, dryness, etc. Another very reliable test is to singe a hair. Bristle curls up and has a strong odor. Fibre, on the other hand, burns clean and leaves an ash, and burns without a smell. The safest plan in buying brushes, is to buy brushes made by a reliable manufacturer, who has a reputation to maintain. Make up your mind to pay a reasonable price.

HARDWARE PATENTS.

The following is a list of patents issued by the Canadian patent office on Feb. 8, relating to hardware and metal and furnished by Fetherstonhaugh & Co., Ottawa.

123652 Wm. H. McLean, New Glasgow, N.S., nut locks.

J. T. Nacey, Superior, Wis., hack saws.

123657 T. Withrow, Billings, Montana, hose couplings.

123702 F. A. Breeze, Neuburgh, Ont., band saws.

123711 G. Cassady, Vancouver, nut locks.

123731 E. G. Gaylord, Chicopee, Mass., couplings.

123789 Wm. H. Stoddard, Somerville, Mass., pipe couplings.

Don't tell your story too glibly. The man who rattles off his piece about the goods as if he had said it a thousand times doesn't inspire any too much confidence.

"CUMOFF"

PAINT and VARNISH REMOVER is used by painters of all nationalities in Canada who have discarded the obsolete and dangerous process of firing.

"CUMOFF"

HAS NO DISAGREEABLE ODOR. Will not injure the hands. Will not destroy the brush. Specially useful on mouldings, carvings, and the refinishing of old frames or cabinet work.

"CUMOFF"

PAINT and VARNISH REMOVER.

For use on wood or metal. Removes old paint, varnish, shellac or enamel, leaving the surface ready for refinishing.

Will not raise the grain of the wood.

"CUMOFF"

IS MANUFACTURED ONLY BY



In Every Can



of

RAMSAY'S PAINTS

you find the reason for every
RAMSAY PAINT AGENCY.

In every can is found, scientifically composed, the proper pigments, the proper color and the proper mediums to produce the best paint. Under careful study of many years' experience only, is such paint produced. That is why every **RAMSAY AGENCY** brings the dealer the highest credit. It brings him satisfaction and an honest profit. The price for **RAMSAY'S PAINTS** is always the right price, never too high and never too low. The advertising that goes with **RAMSAY'S PAINTS** is always stylish. It brings business that would otherwise pass you.

Would you like to have a
RAMSAY PAINT AGENCY?
Write us and our traveller will
see you at once. :: :: ::

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842

GLASS IMPORTERS

KEEP WIDE AWAKE!

Your nearest competitor is very much alive to the chances of getting your trade away from you, but you will have a powerful lever to move business to your store and to keep it there if you carry

New Era Paint

This paint keeps its color better, lasts longer and covers a greater surface than many higher priced paints. It is pure and moderately priced. Get our prices.

Standard Paint and Varnish Company

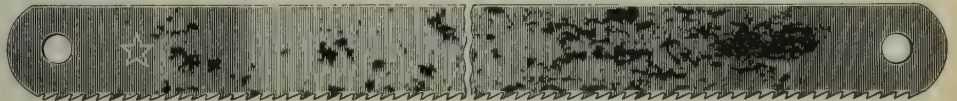
WINDSOR, ONTARIO

LIMITED

We Have Cut the Price in Two!

Is there **NOW** any other article so cheap as

STAR HACK SAWS



at this new list of prices, viz.:

\$3.50	3.75	4.00	4.50	5.00	5.50	6.00	per gross ??
6	7	8	9	10	11	12	Inch

At this new list we will furnish the *best* Blades that have ever been made. *Now* is the time to buy:

**MILLERS FALLS COMPANY, 28 WARREN STREET,
NEW YORK, N.Y.**



The "INFAILLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



Floor Finish

40 YEARS' Varnish-Making Experience

has enabled us to produce a Varnish which, instead of cracking and turning white as common varnishes do, remains elastic and waterproof on the floor.

The secret of this wonderful floor finish is the special treatment and ageing of the oil.

See to your stocks of "Elastica" and be prepared to meet the demand which our insistent consumer advertising has created.

"Elastica" Floor Varnish is made only by the

International Varnish Co., Limited

Makers of Fine Varnishes

Branch of Standard Varnish Works

T O R O N T O

New York

Chicago

London

Berlin

Brussels

Melbourne

HIGH ABOVE ALL OTHERS

EXTRUDED METAL PADLOCKS

QUALITY SECURITY And STRENGTH

Manufactured By

CORBIN CABINET LOCK CO.

NEW BRITAIN, CONN.

NEW YORK CHICAGO PHILADELPHIA

CABINET, TRUNK, SUIT-CASE LOCKS
AND TRIMMINGS
MISCELLANEOUS HARDWARE
KEYS AND KEY BLANKS



Fully Warranted

No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

SPRING ORDERS NOW !

Anticipate your house-cleaning-time needs by ordering requirements in good time. We are booking daily large orders, and want yours as quickly as possible. You know **Royal Polishes**—what they will do, their popularity—and you have before now realized the profit they carry for you.

ROYAL POLISHES COMPANY
MONTREAL



THE DOUGALL VARNISH CO.

LIMITED
SUCCESSORS TO
M^CCASKILL DOUGALL & CO.



MANUFACTURERS OF
HIGH GRADE VARNISHES

ALSO
CANADIAN MAKERS OF THE
MURPHY VARNISH COMPANY'S
VARNISHES

MONTREAL

CANADA

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf



THE STANDARD CANADIAN COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS,
ONTARIO.

When the BEST costs no more,
Can YOU afford to give your Customers
an inferior Cow Tie?

Compare the "NIAGARA" Cow
tie with others. It is 10 to
20% stronger, it has EIGHT
ADJUSTMENT LINKS —
others have four — making
it unnecessary for the dealer
to carry so many sizes.

EVERY
LINK

formed on the
principle of the

SQUARE KNOT
making the
STRONGEST
CHAIN
EVER
PRODUCED

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.



Are you
handling
our fine
line of
tea and
coffee
urns?

They are leaders in
their line.

Look for the
Buffalo trademark.

Get Our Catalogue
and Prices.

THE BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto St., Toronto

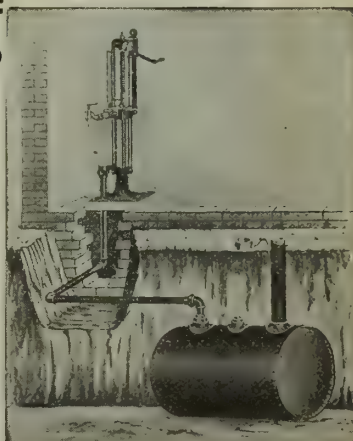
WILL IT PAY?

This is the first ques-
tion that is asked by
any merchant when
considering the pur-
chase of modern store
fixtures. The funda-
mental question is one
of

Economy

A device is econo-
mical if

It adds cleanliness,
It is a convenience,
It makes labor lighter,
It makes labor more efficient.
It reduces the labor item,



It saves time,
It adds safety,
It adds neatness,
It helps the appearance

It Saves Money

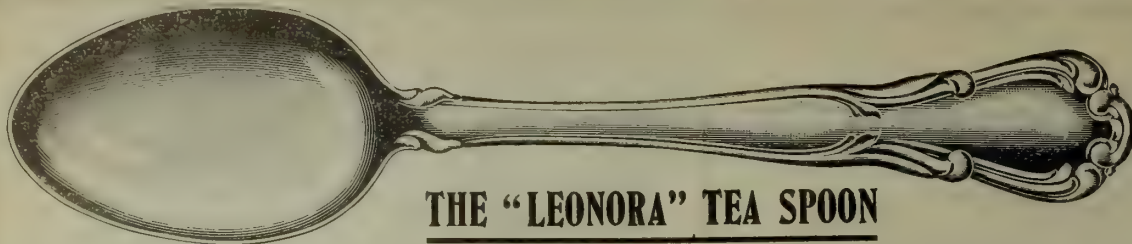
Considered from these standpoints the

BOWSER Self-Measuring
Oil Storage System is the
Greatest Economy.

The question is not "Can I afford it?" because it will pay for
itself with money that was before wasted. It's simply up to
you to investigate. The merchant who tries to see how
much he can really get by adopting modern methods is the one
who pulls the largest trade.

Write for Bulletin 15

S. F. Bowser & Co., Limited
TORONTO, ONTARIO



Here's a
Splendid
Seller!

THE "LEONORA" TEA SPOON

of artistic design, first-grade materials, good workmanship and best finish. One only of our many good sellers. Send for catalogue of our specialties. They're right in your line.

McGLASHAN, CLARKE COMPANY, Limited,

NIAGARA FALLS, ONT.

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que.

N. F. GUNDY, 61 Albert St., Toronto, Ont.

DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



BABBITT METAL

The "KING" Babbitt is known all over the Dominion.

It is a High Grade General Purpose Metal, suitable for Heavy Pressure and Medium Speed, or Medium Pressure and High Speed.

It has strength and tenacity, and will not crack or beat out under pressure.

The steady increase in sales of "KING" Babbitt is an excellent testimony in its favor.

This is a Copperized Metal.

The James Robertson Company, Limited

Montreal

Toronto

St. John

Winnipeg

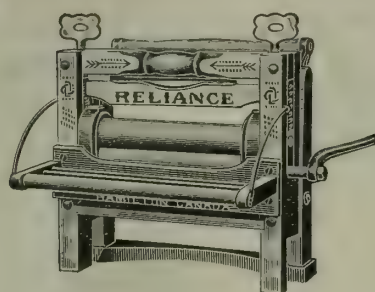
**THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.**

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

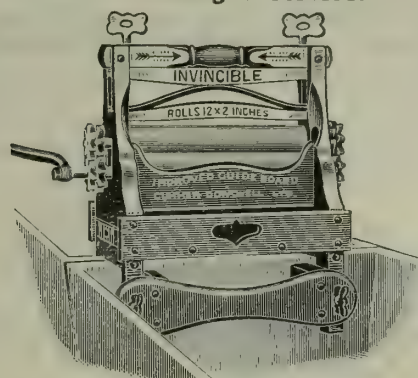
When your Customers ask you for **GOOD CLOTHES WRINGERS**



The Answer is



and you give **BETTER VALUE** than you can by selling
any other make. And give **ALL THERE IS** in
Wringer service.



They are

The **BEST MADE**

and

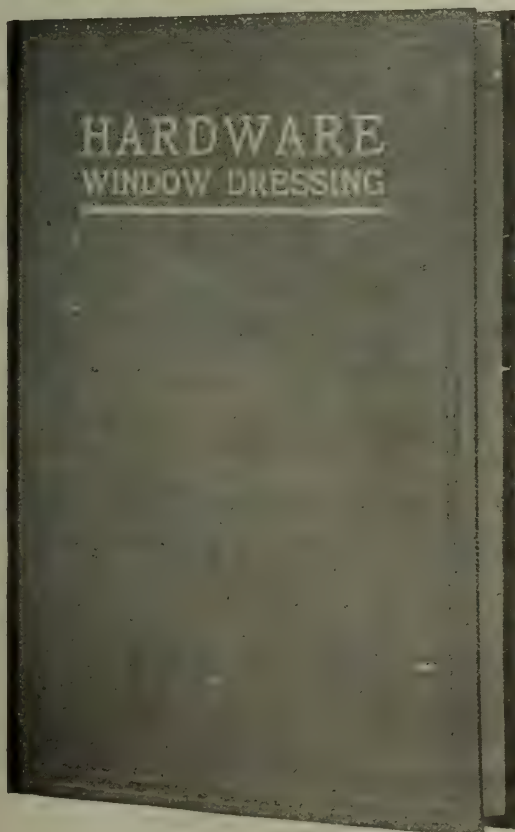
The **BEST KNOWN.**

Superior Wringers in Every Respect,
and will Out-Wear and Out-Wring any
Wringer on the Market.

Cummer-Dowswell, Makers, Hamilton, Ont.

LIMITED

W. L. Haldimand & Son, Montreal, Eastern Agents.



You May Become a Practical Window Dresser For \$2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one or them will bring enough extra trade to the store to pay for the book many times.

26 Pages

8x11 Inches

300 Illustrations

Price \$2.50. (Payable in Advance)

Send for Descriptive Circular.

Technical Books, 10 Front St. East. Toronto



A pail, with water— a brush—and a pkg. of Alabastine

are all you need to transform an ordinary-looking wall into a beautiful and artistic wall which will appeal to the most refined taste. Any one can apply Alabastine. Alabastine colors are permanent—they do not rub off. They give that artistic soft, velvety effect which can be produced only by Alabastine. It hardens with age, becoming a part of the wall. Alabastine can be re-coated without removing the old coats.

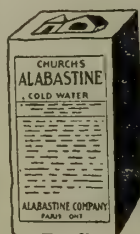
CHURCH'S COLD WATER Alabastine

Alabastined walls are now the most popular. There is nothing so charming, so sanitary, so cheap. In the modern home, Wall Paper, held on by flour paste, is now tabooed. The sales of Alabastine in Canada have doubled in the last two years.

FREE STENCILS

To still further popularize Alabastine and again double its sales, we have organized a Decorative Department, and are prepared to offer FREE COLOR SCHEMES and FREE STENCILS to all users of Alabastine. Write today for particulars—our advice is FREE. Let us help you to beautify your home at moderate cost.

The Alabastine Co., Ltd., Paris, Ont.
Willow St. 8



None Genuine
without little
Church on Label

We are spending thousands to in- crease dealers' sales of Alabastine.

The leading publications of the Dominion contain our new series of Alabastine ads, one of which is shown here. This New Canadian Advertising Campaign is costing us a pile of money—\$10,000. This money we are spending in order to increase the dealers' sales of Alabastine. You will benefit from it especially if you use our handsome banners, show cards, etc., so as to let people know you are headquarters for Alabastine. Write us this very minute and ask us to send you, by return mail, full particulars of our trade-winning plans for increasing dealers' sales of Alabastine.

The Alabastine Company, Limited - Paris, Ont.

BERLIN, ONT.,

Jan. 12, 1910

HARDWARE AND METAL,
Toronto

Dear Sirs,—Drop out the part referring to wood furnace, as your advertisement has already sold this for us, but continue the item referring to Cornice Brake.

Yours truly,
THE P. HYMMEN CO., LTD.

Somewhere—

just around the corner or half way across
the continent is a man who is looking
for just such a proposition as you have
to offer.

You can get in touch with this man by inserting a
“want ad.” in Hardware and Metal.

Reaches each week

Hardware Dealers, Clerks,

Travellers and Manufacturers

throughout the Dominion.

PARKHILL, ONT.,

JAN. 31st, 1910

HARDWARE AND METAL,
Toronto, Ont.

Gentlemen,—Kindly find enclosed P.O. Order to cover insertion of advertisement in your paper. Tools were sold three days following the first insertion and we are still receiving inquiries from all over Canada.

Yours very truly,
THE STEELE HARDWARE STORE.
Per G. F. Steele.



Points Worth Noting
"BANNER" and "CLIMAX" LANTERNS



Are made of heavy Welsh tin plates, can

Not blow out, have perfect combustion.

Note large oil well. All "Banner" Lanterns

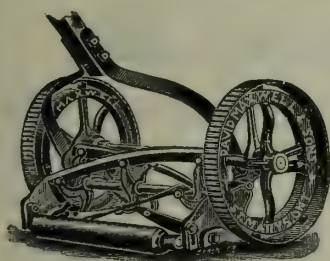
Equipped with patent, positive,

Reliable, automatic safety lock.

Handled by all jobbers

Ontario Lantern & Lamp Co., Limited
 Hamilton Ontario

A-1 Material and Workmanship



are absolutely necessary for a good lawn mower. Cheaply made machines never give satisfaction and never pay either the man who buys them or the dealer who sells them.

Maxwell Lawn Mowers

are strictly high-grade in every particular. They cut smooth, clean and easily, and they "stand up" to the work. They please purchasers and pay dealers.

Made in 8 to 22 inch widths—wheels from 8 to 11½ inches high—3 to 6 knives. Grass Cutter Attachment if desired.

DAVID MAXWELL & SONS

St. Marys, Ont.

Easy to grind as a watch to wind

PEERLESS FREEZER



Peerless Freezer
 Sold Everywhere
 Universally Successful

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.

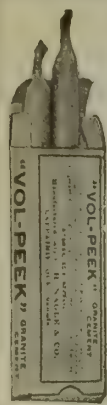


Dana Mop Wringer
 takes a woman
 off her knees



Dana
 Food Chopper

THE DANA MFG. CO., CINCINNATI, O.



HERE YOU ARE—A FINE PROFIT WINNER

You never sold anything more popular than this

"VOL-PEEK"

GRANITE CEMENT FOR MENDING
HOLES IN POTS AND PANS

A never-failing cement. Can be used on Iron, Copper,
Tinware, Aluminum, etc., etc.
Quick seller at 25 cents a package.
Order from your jobber or direct.

H. NAGLE & COMPANY, Montreal, Que.

N. A. Bedard & Co., Montreal, Agents for Province Quebec.
Watson & Tuesdale, Winnipeg, Agents for Manitoba and Sask.
(Regina excepted).
C. E. Jarvis & Co., Vancouver, Agents for British Columbia, Edmon-
ton and Calgary.
P. H. Oowan & Co. St. John's, Nfld., Agents for Newfoundland.

CORN AND BEAN PLANTERS



King of the Field is the best hand corn planter made. We also make
step ladders, curtain stretchers, ironing boards, etc. Ask for cata-
logue and prices.

Otterville Manufacturing Co., Limited, - Otterville, Ont.

**Lion
Brand**



**Purity
Strength**

BABBITS FOR ALL MACHINERY PURPOSES



LION METAL STANDS UP UNDER HIGH SPEED AND PRESSURE

A Babbitt That Gives Satisfaction and Secures Repeat Orders. Write for Price and Discount
THE LION METAL CO., ST. PAUL, MONTREAL

**Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts**

Uniform Product, Accurately Machined

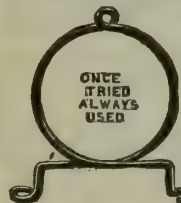
**CANADA FOUNDRY COMPANY
LIMITED**

**MONTREAL
HALIFAX
OTTAWA**

**HEAD OFFICES
TORONTO
CANADA**

**WINNIPEG
VANCOUVER
ROSSLAND**

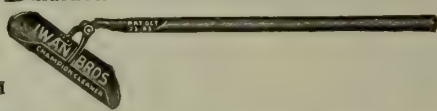
IWAN'S WIRE CONDUCTOR PIPE HANGERS will make
a neater and quicker job of your spout hanging than tin
strips.



Holds the pipe firmly on all sides.
2 to 6 inches in diameter, and made of
galvanized wire. Sample by mail.

For Tile Drain work Iwan's Adjustable
and Stationary Drain Cleaners are the
most practical and labor saving on the
market.

ASK YOUR
JOBBER
FOR THEM



IWAN BROS., Mfrs. - - South Bend, Ind.

Ford's Auger Bit



is an all round Bit, boring smoothly, and well
suited to the finest work. For many difficult
jobs it is the only tool that can be used. Give it
a trial, and afterwards you will sell only one line
of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

The Black Hawk Floor Scraper

The Simplest, Cheapest
and Best on the market.
Weight, 75 lbs.



Also attachments
for Floor Rubbing,
Wax Polishing, Tile
Rubbing, at small
extra cost. Put on
in an instant.



Retails at
\$20.00
Enamel Dark Blue
and Gold.

**JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED**

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE

REGISTERED TRADE MARK



GRANTED 1682

Sole Agents for Canada

**James Hutton Company
Montreal**



DIAMOND BRAND FITTINGS

will prove a certain trade builder for you. Handle them exclusively and insist on having "Diamond" Brand. Perfect in fit, thread and finish.

WHOLESALE ONLY FROM

OSHAWA STEAM & GAS FITTINGS CO., Ltd.
OSHAWA, CANADA

THE OLD WAY THE HANDIHOOK WAY

Start the New Year right by stocking the

HANDIHOOK

It is always ready for use. Twice the size of illustration. It holds up to 10 lbs. in wall or woodwork. Your customers will appreciate its many good features, and our advertising will give the necessary assistance to make it a good seller

ASK YOUR JOBBER OR WRITE
THE MANUFACTURERS SALES COMPANY
(Canadian Agents for August Goertz & Co., Newark, N.J.)
F. H. REID 4-315 BIRKS BLDG., MONTREAL

Jessop's Steel

To Secure Good Results
Buy it for

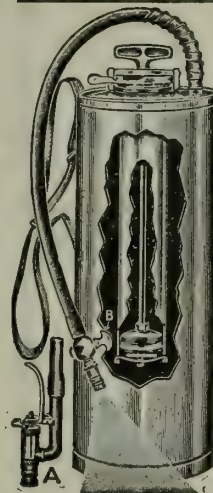
Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.

CANADIAN OFFICE: 80 Bay Street, Toronto, Ont
144 William Street, Montreal, Que.



Making More Money

out of your business is largely a matter of push. And you can make splendid profits pushing Cavers' Compressed Air

AUTOMATIC HAND SPRAYER

Don't let a farmer get out of your store until you have shown him how this spray will save his time and money by destroying pests on hoe crops and fruit trees, kalsomining stables and outbuildings. Show him and he will buy. Write us for particulars

CAVERS BROS.

Manufacturers, GALT, ONT.

You Will Save Money
By Using

"Neptune Unrivalled"
Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft
Carlsruhe, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

When in the market for

Glues, Celatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England



"POLAR STAR" ICE CREAM FREEZER

Absolutely pure Ice Cream made with Little Labor in 5 to 10 Minutes at a cost of from 5 to 10 cents for Ice and Salt.

Booklet of recipes for Bread, Cakes, Ice Cream, Sherbets and Frozen Puddings, with each Machine.

Quickest Acting — Most Sanitary.
Simplest — Cheapest In the World.

If your jobber cannot supply you
Write us for illustration and prices.

SMITH HARDWARE CO., LTD., MONTREAL

You are Interested in Good Plating

We would like the opportunity of showing you the class of work we turn out. Our plant is splendidly equipped and manned, and we can turn out the highest grade work in record time. We work in NICKEL, COPPER and SILVER. Write to-day, sending us samples, and we will quote you our prices.

P. L. ROBERTSON MANUFACTURING CO.

Limited

Milton West,

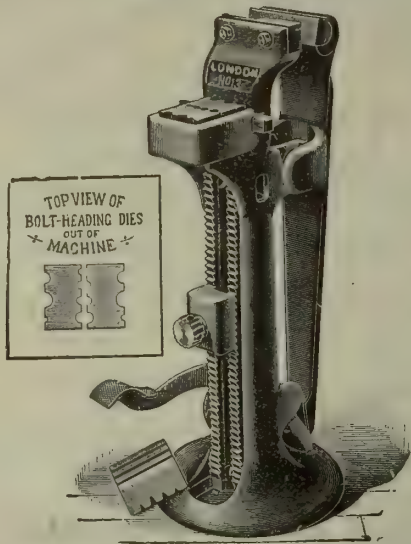
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Ontario

Stock Plating Is Our Specialty.

Horse Shoers' Foot Vise and Bolt Header



A Practical Tool and a Time-saver for the Busy Blacksmith

Manufactured by

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited

Amatite ROOFING



THIS advertisement will bring to your attention the *best and cheapest ready roofing* on the market. Here is how we prove it the best.

In the first place Amatite is made of one standard thickness, whereas other ready roofings range from a thin, flimsy half-ply to a three-ply thickness.

The three-ply thickness (which by the way is only one sheet of felt) is the only kind that can be compared with Amatite.

But right here is the point. Amatite is better made, has better waterproofing material, and weighs more per square foot than the three-ply grade of other makes, and *costs much less*.

These facts make Amatite the most desirable roofing made.

But in addition to its superiority in material and manufacture, Amatite has one distinction which makes it stand out above all others. *It has a real mineral surface.*

It is hardly necessary to state the advantages of such a mineral surface, the freedom from painting or coating, the perfect protection against all kinds of weather, the great durability.

This mineral surface is imbedded in a layer of Pitch, the *greatest known waterproofing material*. Beneath this in turn are two layers of the best grade of wool felt—cemented together by more Pitch, making the whole a roofing that is *absolutely waterproof*.

No other ready roofing can compare with this mineral-surfaced, waterproof, weatherproof, durable roof. That's why we say—*Don't buy your roofing until you have seen Amatite.*

Free Sample and Booklet

Send for Free Booklet and Sample to-day. It will pay you to get acquainted with Amatite. Address nearest office.

The Paterson Manufacturing Co., Limited
Toronto, Montreal, Winnipeg, Vancouver, St. John N.B., Halifax, N.S.



**Stands
Alone!**

For
Absolute
Rigidity and
Quality
of
Material
the

"FAULTLESS" LADDER

is without a peer! It is equipped with the "Faultless" Lock, which makes it impossible for the ladder to open or close while in use. We make ladders for every conceivable purpose.

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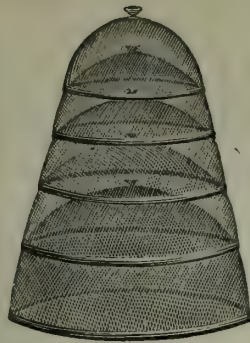


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Can be cleared out daily. No disgusting fly papers or poisoned flies lying around the house.



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Six sizes.
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A protection against disease germs deposited by flies.

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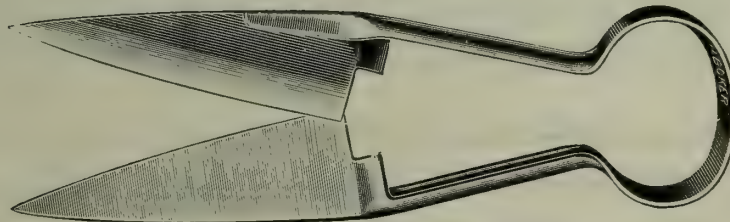
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Also a full assortment of GARDEN and PRUNING Shears.

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McKINNON ELECTRIC WELDED COW TIES

Short, smooth links, making a flexible chain that can not injure the hide of the animal. Strongest chain made.

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McKINNON CHAIN COMPANY

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Use "PLYMOUTH" (Ship Brand) Lath yarns; they will save you money and increase your satisfaction.

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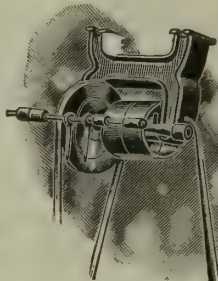
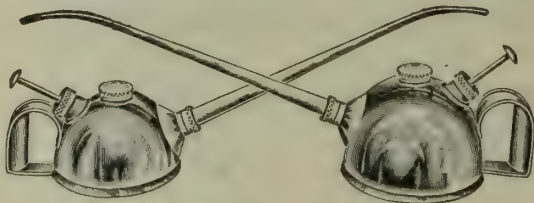
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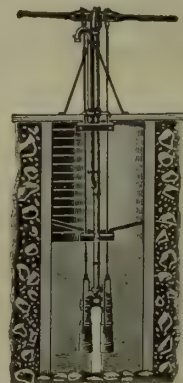


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The AYLMER DOUBLE CYLINDER DOUBLE ACTING FORCE PUMP

This is the only
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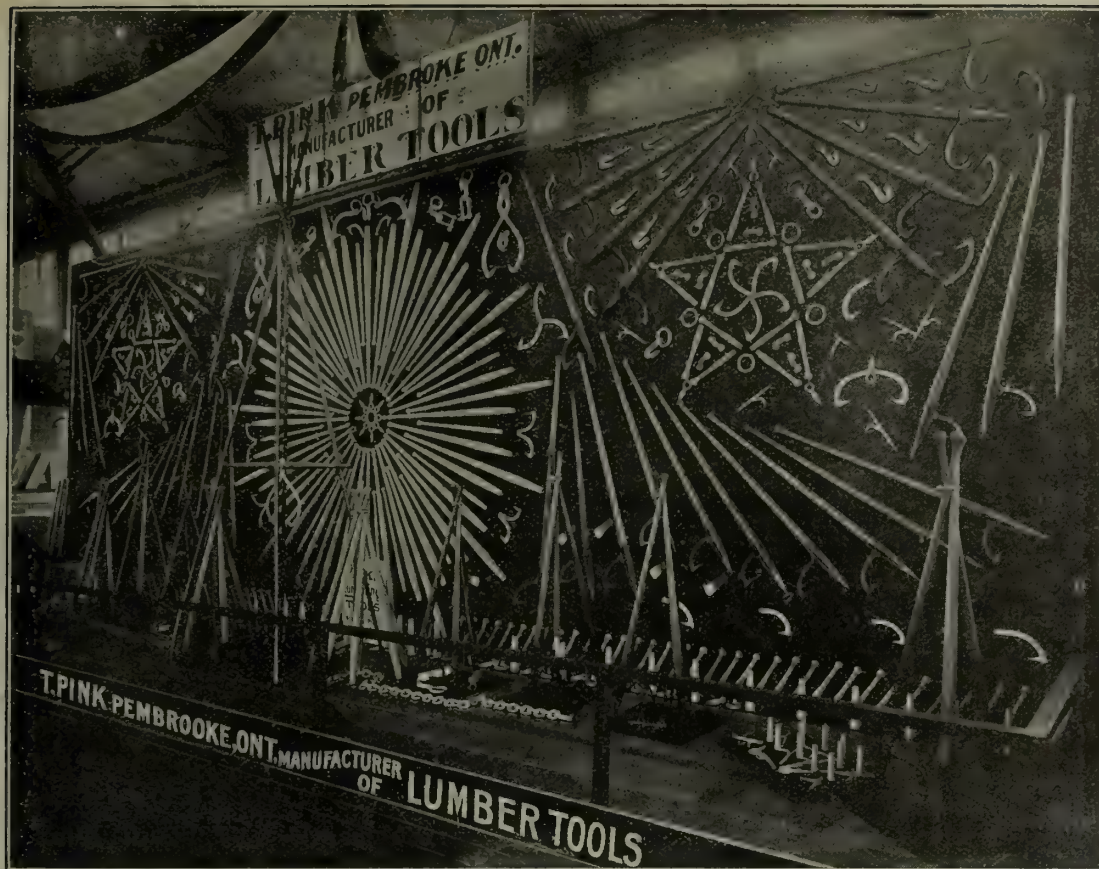
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this pump has no
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THIS CUT represents our Pump, as shown in the well. This with three way cock and side pipe for conveying water to barn or wherever needed will force the water any distance, and to any elevation required with ease

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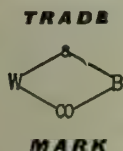
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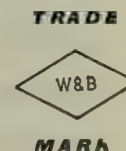
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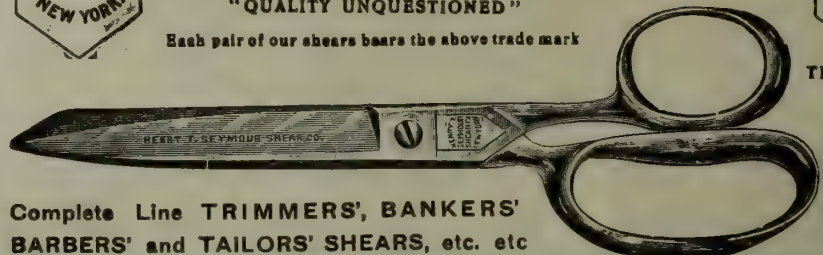
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Each pair of our shears bears the above trade mark



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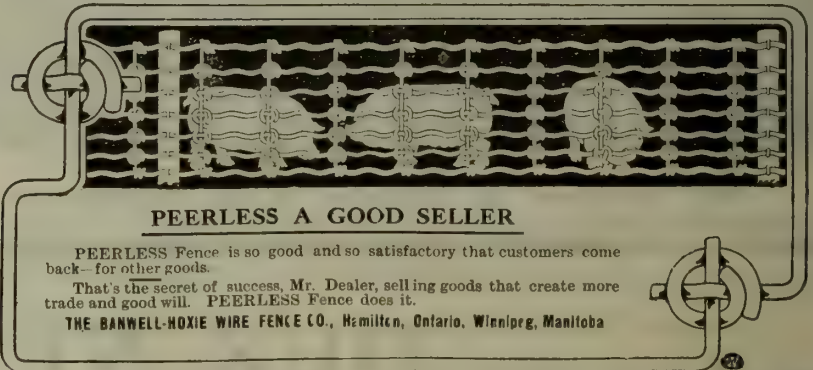


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PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

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The HAND SPRAMOTOR No. 1 or No. 2 has 4 to 8 nozzles, all-brass sprayer. The wheels and nozzles are adjustable from 26 inches to 36 inches. Vertical adjustment from rack 16 inches. Automatic vertical nozzle adjustment brass spramotor. Ball valves, automatic compensating plunger. Mechanical agitator.

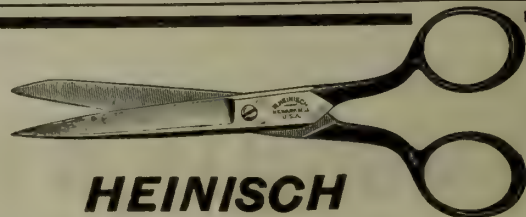
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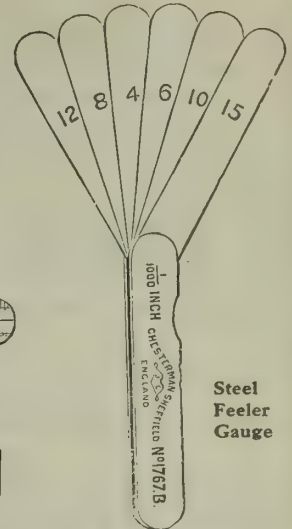
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In business life *SUCCESS* is variously attained.*We have found that the best way to gain it is to make the right class of goods: make them a little better than the other man, and quote a fair price.**"DOMINION BRAND" Tarred Felt is an article which will help you to success. Our Coal Tar Roofing Pitch and other roofing materials are just as well manufactured, and are just as saleable. Let us handle a trial order for you.***LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal**

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Specify for the products of

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

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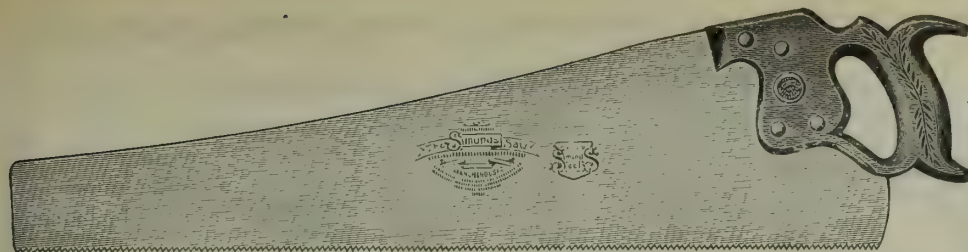
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SMOOTH STEEL WIRE
No. 0-9 gauge, \$2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c. for coppering and \$2 for tinning



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

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Branches Throughout the United States

SIMONDS No. 8 1/2

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is Made of Simonds Steel. Covered by the broadest Simonds warranty.

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.

WIRE CLOTH
Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING
Galvanized barb. 2 50 2 55
Galvanized, plain twist. 2 80 2 85
F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, \$2.65 for small lots and \$2.55 for carlots.
Domino special field fencing, 3 1/2 p.c. small lots; extra 5 p.c.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, 3/8, 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 3/8, 5/8, 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES
Galvanized 2 85
Plain 2 60

PAINTS, OILS AND GLASS

BRUSHES
Paint and household, 75 per cent.
BEESWAX
Per lb. 0 40

CHEMICALS. In casks per lb.
Sulphate of copper (bluestone) 0 07
Litharge, ground 0 85
" flaked 0 95
Green copperas (green vitrol) 0 01
Sugar of lead 0 08

COLORS IN OIL.
Venetian red, 1-lb. tins pure. 0 08
Chrome yellow 0 16
Golden ochre 0 10
French 0 08
Chrome green 0 09
French permanent green 0 13
Singer's black 0 15
Marine black, 25 lb. iron 0 94

GLUE.
Domestic sheet, in barrels 0 09
French medal 0 10

PARIS WHITE.
In bbls 1 00

PIGMENTS.
Orange Mineral, 0 09
" 100-lb. kegs 0 09

PREPARED PAINTS.
Barn (in bbls) 1 gal. ins. 0 70
" 5 gal. tins 0 65
Sherwin-Williams paints, qt. tins 1 70
Canada Paint Co.'s, qt. tins 1 60
Globe house paint (Windsor) 1 35
" New Era house paint (Windsor) 1 26
Benj. Moore Co.'s "Ark" Bd 1 35
Moore's pure linseed oil, H.C. 1 60
Brandram-Renderson's "English" qt. tins 1 40
Ramsay's paints, Pure, per gal. 1 10
" Thistle, 1 70
Martin-Senour 100 p.c. pure, 1 40
Senour's Floor Paints, 1 40
Jamieson's "Crown and Anchor" 1 75
Island City pure paints, 1 40
Sanderson Peary's, pure 1 80
Robertson's pure paints, 1 35

PLASTER OF PARIS
Per barrel 2 33

PINE TAR
Half-pint tins, per dozen 0 60

PURTY. Standard.
Bulk in casks 2 00
" 100-lb. drums 2 50
Bladders in bbls 2 40

RED DRY LEAD.
Genuine, 560 lb. casks, per cwt 4 75 4 75
Genuine, 100 lb. kegs. " 5 25 5 25
No. 1, casks, per 100 lbs. 4 25 4 25
No. 1, kegs, per 100 lbs. 4 75 4 75

SHINGLE STAINS.
In 5-gallon buckets 0 75

TURPENTINE AND OIL. Montreal Toronto
Prime white petroleum per gal. 0 134
Water white 0 154
Pratt's astral 0 174
Castor oil, per lb. 0 08
Motor Gasoline single bbls. 0 164
Benzine, per gal single bbls. 0 154
Turpentine, single barrels 0 82 0 84
Linseed Oil, raw 0 82 0 82
" boiled 0 85 0 85

VARNISHES. Per gal. cans.
Carriage, No. 1 1 50
Pale durable body 3 50
" hard rubbing 3 00
Finest elastic gearing 1 50
Furniture, polishing 1 00
Furniture, extra 1 15
" No. 1 0 80
" union 0 85
Light oil finish 1 30
Gold size japan 2 00
Turps brown japan 1 50
No. 1 brown japan 1 00
Baking black japan 1 35
No. 1 black japan 0 90
Benzine black japan 0 70
Crystal Damar 2 50
No. 1 2 25
Pure sea saltum 1 40
Oilcloth 1 50
Lightning dryer 0 75
Elastilite varnish 2 00
Granite floor varnish 2 50
Maple Leaf coach enamels 1 20
Sherwin-Williams' kopal varnish 2 50
Canada Paint Co.'s sun varnish 2 00
" Kyanize " Interior Finish 2 40
" Flint-Lac, " coach 1 80
B.H. Co's "Gold Medal," in cases 2 50
Jamieson's Copalene 2 50
Flatline floor finish 3 00
Elastica exterior finish 4 25
Island City Dreadnought Finish 2 50
Stovepipe varnish, 1 pint, per gross 8 00
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., \$2.30.
Pure white shellac varnish, in barrels 1 75
Pure orange " " 1 70
No. 1 orange " " 1 25

WINDOW GLASS
Size United Inches Star Double Diamond
Under 26 \$4 25 \$6 25
26 to 40 4 65 6 75
41 to 50 5 10 7 50
51 to 60 5 35 8 50
61 to 70 5 75 9 75
71 to 80 6 25 11 00
81 to 85 7 00 12 50
85 to 90 7 50
91 to 95 17 50
96 to 100 20 50
Toronto, 30 p.c. to 30 and 5. Broken boxes 30 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

Montreal Toronto
Munro's Select Flake White 6 25 6 40
Elephant Genuine 6 25 6 40
Lily Pure 5 75 5 90
Tiger Pure 5 55 5 70
Monarch (Windsor) 6 50 6 50
Essex Genuine (Windsor) 6 85 7 00
Brandram's B. B. Oxonium 5 10 5 65
" Anchor, " pure 5 50 5 65
Ramsay's Pure Lead 5 50 5 65
Ramsay's Exterior 5 25 5 60
" Crown and Anchor, " pure 5 75 5 90
Island City pure lead 5 75 5 90
Sanderson Peary's 5 75 5 90
Robertson's C.P., lead 5 50 5 65
Decorators' Pure 5 75 5 90
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).
Extra Red Seal, V.M. 0 074

WHITE ZINC IN OIL.)
Pure, in 25-lb. irons 0 084
No. 1, " " 0 07
No. 2, " " 0 052

WHITING.
Plain, in bbls 0 70
Gilders bolted in barrels 1 00

HARDWARE

ADZES.
Carpenters', per doz. 12 50 14 00
Plain ship, 18 00 22 00

AXES AND HATCHETS
Single bit, per doz. 6 00 9 00
Double bit, " " 10 00 12 00
Bench Axes 6 75 10 00
Broad Axes 22 75 25 00
Hunters' Axes 5 00 6 00
Boys' Axes 5 75 6 50
Lathing hatchets 4 70 10 10
Shingle " 1 45 6 75
Claw " 1 70 5 00
Barrell 5 50 6 85

ANVILS.
Taylor-Forbes, prospectors 0 054
Buckworth, per lb. 0 104

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"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only: Chilled, 40 q.; buck and seal, 80c.; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS
Ford's auger bits, 30 and 10
Irwin's auger, 47 1/2
Gilmour's auger, 60
Rockford auger, 50 and 10
Gilmour's car, 47 1/2
Clark's expansive, 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

doz. pairs.
stearns wood track 4 50 6 00
Zenith 9 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 6 50
Double strap hangers, doz. sets 6 40
Standard jointed hangers, " 6 25
Steel King hangers 6 50
Storm King and safety hangers 4 25
" rail 4 85
Crown 6 50
Crescent 6 50
Sovereign 7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen 3 35
Defiance, dozen 2 75
Gem dozen 7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new \$1 list Per cent
" " and smaller 70
" " 7-16 and up 60
" " Norway Iron (\$3 list) 60

Machine Bolts, 1/2 and less 60, 10 and 10
Machine Bolts, 7-16 and up 55, 5 and 10
Plough Bolts 60
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, 1/2 and less 60 and 10
Sleigh Bolts, 7-16 and larger 55 and 5
Coach Bolts, new list 75
Nuts, square, all sizes, 41c. per lb. off
Nuts, hexagon, all sizes, 41c. per lb. off
Stove Rods per lb. 5 1/2 to 60.
Stove Bolts, 80

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll 0 70
O. K. paper, No. 1, per roll 0 75
O. K. paper, No. 2, per roll 0 70
Plain Fibre, No. 1, per 40 1/2 ft. roll 0 45
Plain Fibre, No. 2, 0 30
Tarred Fibre, No. 1, per 40 1/2 ft. roll 0 55
Tarred Fibre, No. 2, 0 35
Tarred Fibre Co. line, 25 lb., per roll 0 55
Dry Cyclone, 15 lbs. 0 45
Tarred Sheathing (Jollette), 25 lb. 0 45
Tarred Felt, 7 oz., 50 lbs. 1 80
Plain Surprise, per roll 0 40
Rein sized Fibre per roll 0 40
Asbestos building paper, per 100 lbs. 4 00
Heavy straw, plain & tarred, per ton 7 50
Same in Maritime Provinces. " 72 50
Carpet Felt, per 100 lbs. 2 50
Tarred wool roofing felt, per 100 lb. 1 80
Pitch, Boston or Sydney, per 100 lbs 0 70
Pitch, Scotch, per 100 lbs 0 65
Heavy Fibre, 3 1/2 & 6 1/2, per 100 lbs. 3 00
2 Ply Ready Roofing, per square 0 70
2 Ply complete, per roll 1 15
3 1 35
Liquid Roofing Cement, brls., per gal tins 0 15
Crude Coal Tar, per barrel 3 50
Refined Coal Tar, tins, per doz. 1 00
Refined Coal Tar, per barrel 4 50
Shingle varnish, per barrel 4 00
Oils, per lb. 0 05
Nails, per lb. 0 05
Mop cotton, per lb. 0 15

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to any of your customers looking for a present for a boy will result in a sale of our

No. 27 Rowing Wagon—R.T.

This wagon is well built, painted and finished, and like all Gendron Specialties is made in Canada.

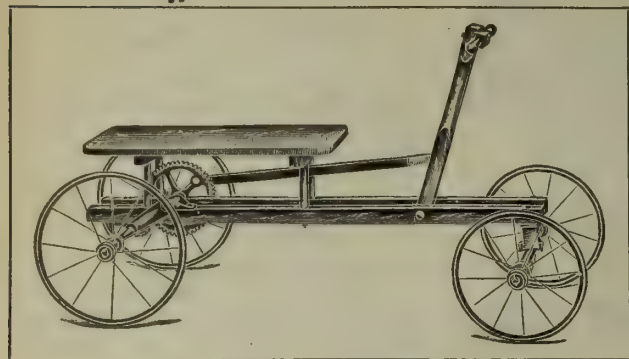
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MFG. CO.



Duchess St.
Toronto

LIST \$7.00



BINDER TWINE.

500 feet, steel	0 07 1/2
500 " standard	0 07 1/2
550 " manilla	0 07 1/2
600 " "	0 08
650 " "	0 09

Car lots, 10c. less; 5-ton lots, 10c. less
Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c.
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin,
70 per cent.
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 50	1 65
White Bros. English	1 00	1 05
" Lafarge " cement in wood	3 40	
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	5 70	

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per gra	2 40	4 75

CHISELS.

Cold chisels, 5 x 8 in., doz	2 20
Berel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., 1/2 in., \$6.00; 5-16 in.,
\$4.85; 3/4 in., \$4.25; 7-16 in., \$4.00; 1/2 in., \$3.75;
3-16 in., \$3.70; 1/2 in., \$3.65; 1/2 in., \$3.60; 1/2 in.,
\$3.45; 1 in., \$3.40.

Stall fixtures, 35; trace chain, 45; jack chain,
iron, 50; jack chain, brass, 50; cow ties, 40;
halter chains, 50 and 5; tie outs, 75; coil
chain, 50 and 5; hammock chains, galvan-
ized, 35 and 5.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3,
\$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto
Hamilton, London and St. Marys, 50
per cent; f.o.b. Ottawa, Kingston and
Montreal, 47 1/2 per cent.

CLAMPS

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet.	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lengths	3 00
3 " " "	3 65
4 " " "	4 80
5 " " "	6 60
6 " " "	8 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitta, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DRAW KNIVES.

Carpenters 6 inch, doz	5 85
Folding handles, 8 inch, doz	1 8

DRILLS.

Bit stock drills, 2-32 in., doz	6 67
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SCOUTHOUSES.

Canadian, 45 and 10 per cent.

SCOUTHOUSE PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

SAVETROUGHS.

8 inch, in 10 foot lengths	2 75
10 " " "	3 00
12 " " "	3 50
15 " " "	5 70

Add extra 10c. per 100 on O.G. Round Bead
Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12 1/2 p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RAPE.

	Per cent
Diaston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62 1/2
Jowett's (English list)	27 1/2

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Duffin pattern pails, 50 per cent.
Flaring Pattern, 60 per cent.
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	0 35
Ladies eye, handled, doz	0 60
Adze eye nail hammer, 10oz, doz	1 25
" hickory handle, 1 lb., doz	6 85
" straight claw, 1 lb., doz	7 00
Farmers hammers, 10 oz, doz	5 60
Tinners setting, 1/2 lb., doz	4 60
Machinists, 1/2 lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, 1/2 inch, per gross	9 00
" " " "	10 00
" " " "	12 00
Leather, 1-inch, per doz	4 00
Leather, 1 1/2 " "	5 20
Web, " " "	2 45

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in. "	6 75
" " 8-in. "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 50 p.c.

Screw hook and hinge—

under 12 n. per 100 lb. 4 25

over 12 in. 5 25

Orate hinges and back flaps, 85 and 5 p.c.

Orate hinges and hinge hasps, 85 p.c.

Spring, per gro., No. 5, \$16.10 No. 10, \$16.10;

No. 20, \$8.40; No. 50, \$17.50; No. 51,

\$7.75; No. 150, \$16.10.

Screen door sets, No. 2250, \$14.95; No. 2260,

\$19.55; No. 2275, \$21.95; No. 1192, \$19.55.

Chicago Spring Butts and Blanks, 12 1/2 per cent.

Triple End Spring Butts, 30 and 10 per cent.

Chicago Floor Hinges, 37 1/2 and 5 off.

Garden City Fire House Hinges, 12 1/2 p.c.

" Chief " floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
1/2 x 5, per gross	2 25
5-16 x 5, per gross	3 40

Bright wire screw eyes and hooks, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

HORSE WAILS.

M.R.M. cold forged process, list 3rd January,
1910, \$2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & Bell's brands iron, light & medium,
No. 1 and smaller, \$3.75; No. 2 and larger,
\$3.50; snow pattern, No. 1 and smaller, \$4.00,
No. 2 and larger, \$3.75; "X.L." new light
steel, No. 1 and smaller, \$4.10; No. 2 and
larger, \$3.85; "X.L." featherweight steel, No.
0 to 4, \$5.25; Special countersunk steel, No.
0 to 4, \$5.50 pkg; toe-weight, all sizes, \$6.00.
F.o.b. Montreal and Belleville. Extras for
packing.

Toecaps Standard, J.P. & Co., "Blunt" No.
1 and smaller, \$1.50; No. 2 and larger, \$1.25.
"Sharp" No. 1 and smaller, \$1.75; No. 2 and
larger, \$1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4 1/2c. per lb.

HOSE

Competition grade lawn hose, 70, 10 and 5.

ICE ORFAM FREEZERS.

White Mountain, 50 p.c.

KNIVES

Hay knives, net list.

Clauss, 50 and 25 per cent.

KITCHEN ENAMELLED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel,
60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.	0 40	0 75
Can openers, per doz	0 50	0 70
Mincing knives, per doz	0 80	0 90
Potato mashers, wire, per doz	0 50	0 60
" wood " "	0 50	0 60
Vegetable slicers, per doz	2 25	
Universal meat chopper No. 1	1 15	
Enterprise chopper, each	1 30	
Spiders and fry pans, 50 and 5 p.c.		
Star A chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright	0 60	
Toasters, 50 p.c.		
Fire shovels, 50.		
Oil camp stoves and ovens, 50 and 10.		

LADDERS

3 to 8 feet, 12c. per foot; 7 to 10 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 5 75
Litt Tinkler and Hinge Plain. " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, \$1.20
Lamp wick, 50 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives,
12 in., \$5.25; 9 in. wheel, 3 knives, 12 in.,
\$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75;
10 1/2 in. wheel, 4 knives, 12 in., \$8.50; 10 1/2 in.
wheel, 4 knives, 12 in., ball bearing, \$10.00.
50 per cent. f.o.b. Guelph.
D. Maxwell & Co.—8 in. open wheel,
3 knives, 12 in. \$2.75; do., 4 knives, \$2.85;
9 in. wheel, 3 knives, 12 in. sizes, \$3.30;
do., 4 knives, \$3.60; 10 1/2 in. wheel, 4 knives,
12 in. sizes, \$4; ball bearing, \$4.85.

LOCKS AND KEYS.

Canadian 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from.....	12 00	
Axes, dozen, from.....	6 50	
Axe handles, dozen, from.....	1 15	
Cross cut saws, per foot.....	0 25	0 43
Axe wedges, dozen.....	0 25	0 25
Ball and heel calks.....	4 00	4 25

MALLET.

Tinsmiths', 2 1/2 x 5 1/2 in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, \$5 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, \$1.85 dozen.
Prospectors' hammers, 18 1/2 cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 31 cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1-1 1/2 inch	3 35
1 1/2 inch	3 05
1 1/2-1 3/4 inch	2 75
2-2 1/4 inch	2 65
2 1/4-2 1/2 inch	2 50
3-3 1/2 inch	2 45
3 1/2-4 inch	2 40
4 1/2, 5, 5 1/2, 6 inch (base)	2 35
Cut nails—Montreal, \$2.40; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1/2 per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs.	2 85

PAVING.

Plumbers ... per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model
galvanized oil can, with pump, 5 gal-
lon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 43 1/2.
"Singapore" and "Alaska" Nevada silver
flatware, 42 p.c.

PRESSED WARE

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
3, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Oval hods, 45 per cent.
Boiler and tea kettle pitta, 40 p.c.

PLATES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37 1/2 to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 30 00
Clauss automatic safety	37 00
Clauss perfect stropper	16 00
Gillette Safety, each	8 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

Say, Brother Hardwareman

did you know that we manufacture the most complete line of

CUTLERY

in the world? The "Clauss" Shear Company can supply all your needs and will help to sell your goods by their insistent consumer advertising. Our Natural Gas Process produces a blade with a perfectly tempered edge. Our catalogue cannot help being of value to you! Send for it.

CLAUSS SHEAR COMPANY, 169 Spadina Ave., Toronto

TINNER SNIPS



Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

ROPE AND TWINE

Sisal rope	0 09
Pure Manila rope	0 10½
"British" Manila	0 0½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet.....per doz.	0 65
" 60 feet....."	0 80
" 72 feet....."	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine per lb.	0 33
Staging	0 27

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 12½ per cent.
Copper Burs only, 22½ p.c.
Extras on Coppered Rivets ¼-lb. packages
1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz..... 1 15
Vory, No. 1282, 2 foot, each..... 3 50

SAD IRONS.

M. A. Potts, No. 55, polished.....per set 0 75
 " No. 50, nickel-plated, " 0 80
 " handles, japanned, per gross 8 40
Common, plain..... 4 25
 " plated..... 5 50
Asbestos, per set..... 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

ectional, 1 lb. each, per 100 lb..... 2 20
 " 1, 2 to 30 lbs..... 1 0

SASH CORD.

No. 8, per lb..... 0 34½

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Dixon's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 23½ inches.....	1 60
Perfection window screens, 14x15, open 22½ inches.....	1 80
Model window screens, 14x22, open 36½ inches.....	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne - Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelleu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel.....	85 and 10
" R.H., bright.....	80 and 10
" F.H., brass.....	75 and 10
" R.H., brass.....	70 and 10
" F.H., bronze.....	70 and 10
" E.H., bronze.....	65 and 10
Drive screws.....	85 and 10
Set, case hardened.....	80
Square cap.....	50 and 05
Hexagon cap.....	45
Bench, wood, per doz.....	\$5 00
" iron, per doz.....	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 35 per cent.

SCREW DRIVERS.

Sargent's.....per doz. 0 65 1 00
North Bros., No. 30.....per doz. 16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 46; grunting, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Baker, hockey 30c. upwards: spring, Empire hockey sticks, \$3 00, \$3 50.
Micmac and Rex sticks, \$4.00, \$6.00.
Pucks net, \$1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.;
No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net... \$2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retained, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks.....per 1,000 7 50
Eureka tinned steel, hooks..... 8 00

STAPLES

Poultry netting, 100 lbs..... 5 70
Bed, 100 lbs., No. 14..... 6 75
Blind, per lb..... 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch..... 7 50

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz. 1 22
7-inch..... 1 35
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock..... 18 75

STONES—OIL AND SCYTHE.

Washita.....per lb.	0 25	0 37
Hindostap.....	0 06	0 10
" slip.....	0 18	0 20
" Axe.....	0 10	0 10
Deer Creek.....	0 10	0 10
Deerlick.....	0 25	0 10
" Axe.....	0 15	0 10
Lily white.....	0 42	0 10
Arkansas.....	1 50	0 10
Water-of-Ayr.....	0 10	0 10
Scythe.....per gross	\$ 50	5 00
Grind, 40 to 200 lb., per ton..	20 00	22 00
" under 40 lb.,	24 00	24 00
" 200 lb. and over.....	28 00	28 00

TACKS, BRADS, ETC.

Carpet tacks, blue, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes, gimps, blue, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., each.... 0 94
 " steel, No. 284, 66 ft., each..... 3 15
Chesterman's, linen, No. 1822, 66 ft. ea. 1 10
 " Metallic, No. 1821..... 1 95
 " Steel, No. 1840, 60 feet.... 4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retained, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.
TRAPS (RAT AND MOUSE) Doz
Out O' Sight Mouse Traps..... 0 60
 " Rat Traps..... 1 20
Easy Set Mouse..... 0 45
 " Rat..... 0 95
Blizzard Mouse Traps..... 0 45
 " Rat Traps..... 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers..... 0 80

VICES

Per pound..... 0 12 0 12½
Hinged pipe vise, 25 lbs..... 3 55
Saw vise..... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario..... 41 35
Round, re-acting per doz..... 73 75
Square..... 77 50
New Centre..... 48 75
New Century, Style A..... 83 75
Ideal Power..... 165 00
Daisy..... 67 50
Stephenson..... 74 00
Puritan Motor..... 165 00
Connor, improved..... 48 75
Ottawa..... 51 25
Connor Ball Bearing..... 103 75
Connor Gearless Motor Washer 172 50
20 per cent.

WRINGERS

Royal Canadian, 11 in., doz..... 42 25
Improved Royal Canadian, 11 in..... 44 75
Eze, 10 in., per doz..... 43 35
Bicycle, 11 inch..... 54 25
Trojan, 12 inch..... 97 50
Challenge, 3 year, 11 in..... 45 75
Ottawa, 3 year, 11 in..... 82 00
Favorite, 5 year, 1 in..... 83 00
20 per cent.

WHEELBARROWS

Navy, steel wheel, dozen..... 21 20
Garden, steel wheel, dozen..... 32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.....	0 70
" " 34 in.....	1 00
" " 36 in.....	1 25
" " neckyokes, 36 in.....	1 05
" " doubletrees, 40 in.....	0 95
" " lumbermen, 44 in.....	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

WRONCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS.

Canadian, 50 per cent.

Alabastine Company.....	56	Dana Mfg. Co.....	57	Laidlaw Bale Tie Co.....	65	Pender, Jas. & Co.....	18
Allan Hills Edge Tool.....	12	Daniels, S. A., Ltd.....	21	Langwell & Sons.....	18	Peterborough Look Co.....	inside back cover
Amatite Roofing Co.....	68	Davidson, Thos., Mfg. Co.....	2	Leslie, A. C. & Co.....	45	Pink, Thos.....	63
American Shearer Co.....	18	Decatur Bull & Co.....	11	Lewis Bros., Ltd.....	2	Plymouth Cordage Co.....	70
Anti Splash Filter Co.....	18	Dennis Wire & Iron Co.....	19	Lion Metal Co.....	58	Putnam Mfg. Co.....	58
Armstrong Bros. Tool Co.....	19	Dieckmann, Ferdinand.....	64	Lockery & McComb.....	65	Queen City Oil Co.....	41
Atkins, E. C. & Co.....	1	Directory of Manufacturers.....	20	London Foundry Co.....	64	Ramsay, A., & Son Co.....	51
Atlas Mfg. Co.....	19	Disston, Henry, & Son.....	22	London Rolling Mill Co.....	45	Reid, James.....	81
Aylmer Pump and Scale Co.....	62	Dominion Cartridge Co.....	19	Lufkin Rule Co.....	inside back cover	Rigby, J.....	17
Bayley Underwood Co.....	20	Dominion Wire Mfg. Co.....	9	Lysaght, John.....	outside front cover	Robertson Mfg. Co., Ltd., P. L.....	59
Banwell Hoxie Wire Fence Co.....	73	Dorken Bros.....	outside front cover	MacArthur, Alex., & Co.....	66	Robertson, Jas., Co., Montreal.....	54
Barnett, G. & H. Co.....	outside back cover	Dougall Varnish Co.....	53	McClary Mfg. Co.....	14	Rodgers, Jos., & Sons.....	20
Beardwood Agency.....	17	Ford Auger Bit Co.....	58	McDougall, R. Co.....	54	Rolland, J. D.....	60
Boker, H. & Co.....	61	Frothingham & Workman, Ltd.....	4	McGlashan-Clarke Co., Ltd.....	20	Ross Rifle Co.....	72
Bowser, S. F. & Co., Ltd.....	13	Garritt, T. & Son.....	17	McKinnon Chain Co.....	61	Royal Polishes Co.....	52
Brandram-Henderson, Ltd.....	49	Gendron Mfg. Co.....	68	MacMaster, R.....	21	Samuel, M. & L., Benjamin, & Co.....	16
Brantford Roofing Co.....	21	Gibb, Alexander.....	18	Manufacturers' Sales Co.....	59	Seymour, Henry T., Shear Co.....	64
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Buffalo Mfg. Co.....	18	Gourack Ropework Co.....	18	Martin-Senour Co.....	49	Shaw, A., & Son.....	51
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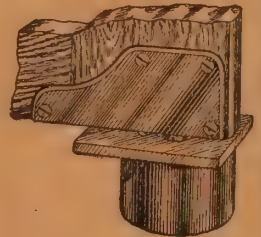
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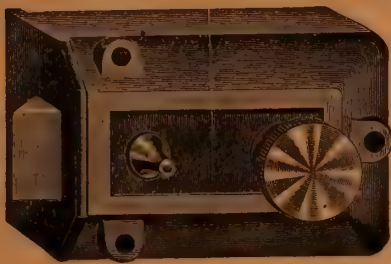
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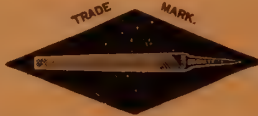
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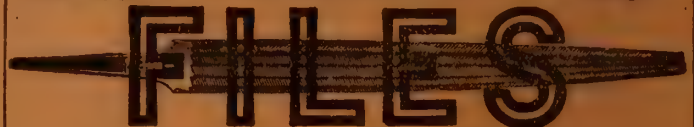
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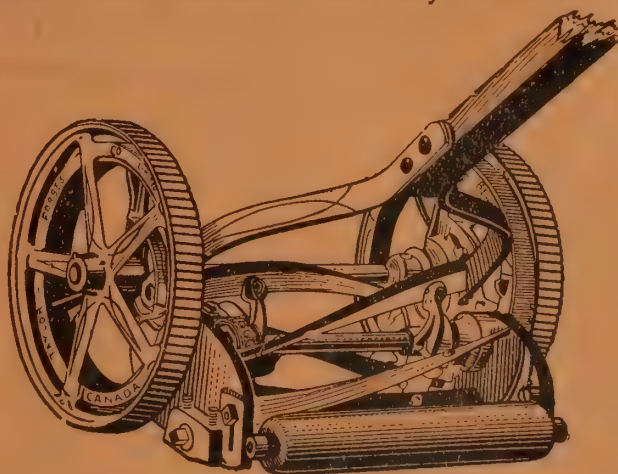
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H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.

W. A. MACLENNAN, VANCOUVER, B.C.

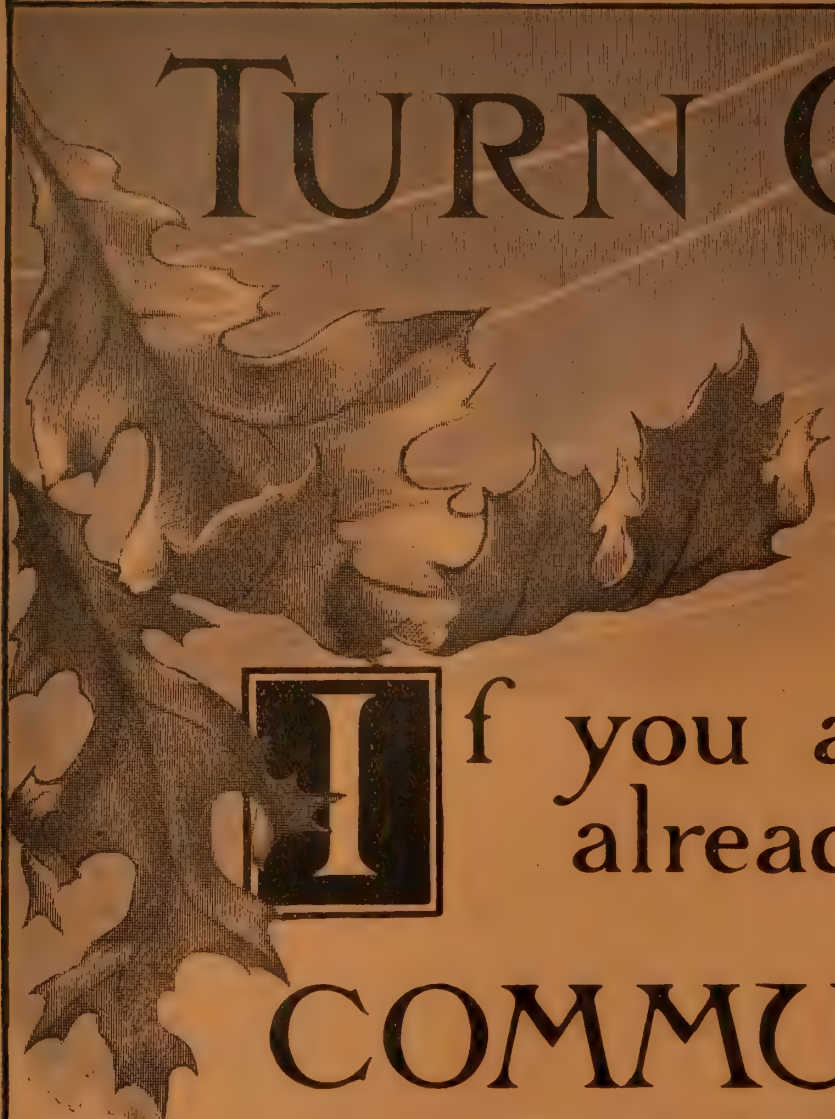
J. B. H. RICKABY, VICTORIA, B.C.

HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.

CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

TURN OVER

A NEW LEAF



If you are not
already carrying

COMMUNITY SILVER

—do so!

Community Silver has the heaviest plate,
the most beautiful designs, and it is the
best advertised.

Oneida Community, Ltd.

Niagara Falls, Ont.

ATKINS SAWS

Made
in
Canada.

"The Finest on Earth."

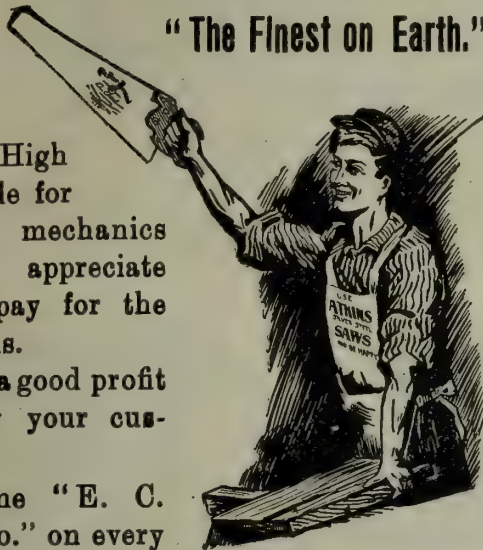
Strictly High Grade. Made for the best mechanics who want, appreciate and will pay for the Finest Tools. They bring a good profit and satisfy your customer.

The name "E. C. Atkins & Co." on every blade.

E. C. ATKINS & CO., Ltd.

Hamilton, - Ont.

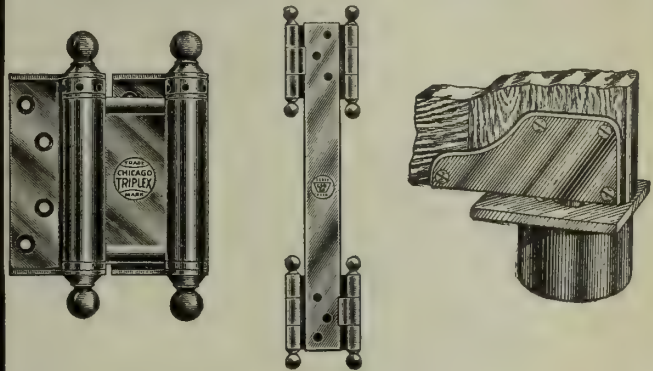
Home Office and Factory, Indianapolis,
Indiana, U.S.A.



CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.



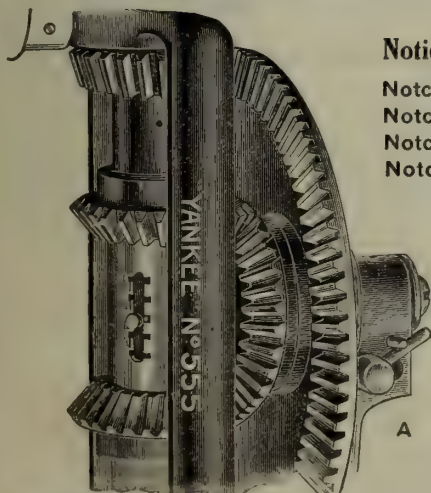
Chicago Spring Butt Company,

CHICAGO

NEW YORK

Send for Catalogue M 26

"YANKEE" Breast Drill with Automatic Double Ratchet Adjustable Ball Bearings



Notice the little shifter between the gears:—

Notch 1—gives you a plain drill.

Notch 2—A Left Hand Ratchet for removing taps, etc.

Notch 3 A Right Hand Ratchet.

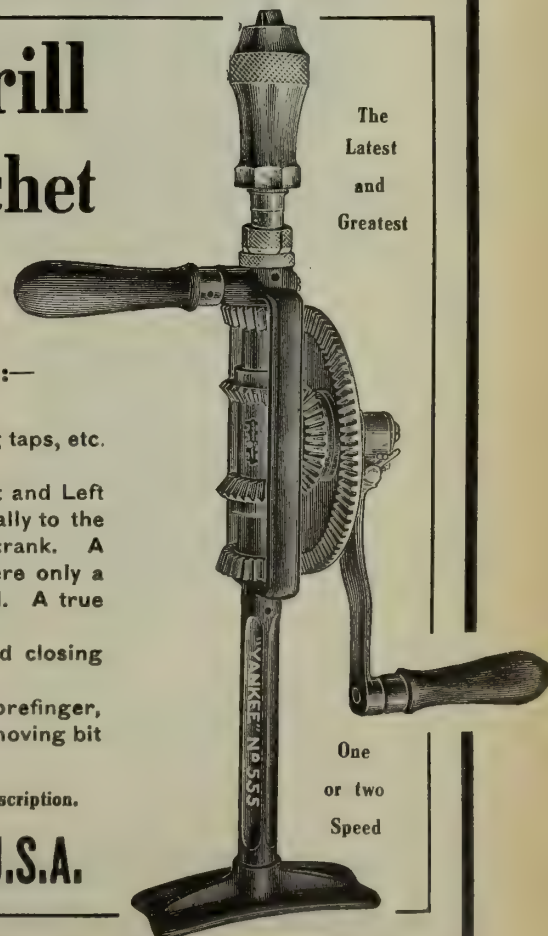
Notch 4—An Automatic, Alternating Right and Left Hand Ratchet, the bit turning continually to the right regardless of the motion of the crank. A great advantage at close quarters where only a short throw of crank can be obtained. A true time saver.

Notch 5—Locks drill for opening and closing chuck.

Lever A—Change of speed with forefinger, without releasing hold on crank or removing bit from hole.

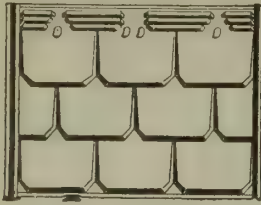
Sold by leading jobbers. Write for full description.

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



The
Latest
and
Greatest

One
or two
Speed



"EASTLAKE" METALLIC SHINGLES

BEST BY TEST

Make **all** your customers permanent ones—do not experiment; sell them goods that you **know** will give satisfaction—goods that have **proven** themselves.

25 years ago, after months of experimenting and designing by our experts, in deciding on just the right requirements, we began manufacturing "Eastlake" Steel Shingles. We have never changed the first design—in fact, time has shown that it could not be improved upon. We can show you roofs that were covered with "Eastlake" shingles the first year and are in perfect condition to-day. Is not this proof that we selected the right design and used the best material—a 25-year actual test proves them the best.

Tell your customers you know "Eastlake" shingles are the most satisfactory in every respect — fireproof, weatherproof, durable and easiest and quickest to lay. You are backed by the oldest and largest sheet metal building material firm in Canada—a firm that has always "protected the trade."

The same high quality material and manufacture has placed all our goods in the front rank. **Steel Ceilings and Walls, Siding, Lath, Cornices, Skylights, Ventilators, Finials, Conductor Pipe, Eavetrough,** and a complete line of Architectural Metallic Goods.

Look around you—go after those unsatisfactory roofs; send us measurements for estimates.

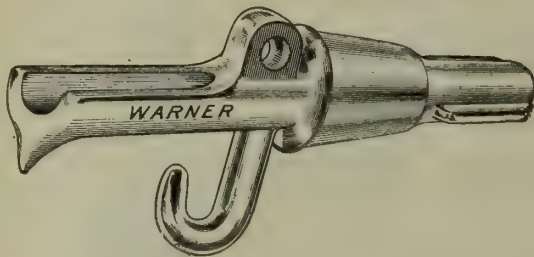


"To my mind AN ACTUAL TEST is much safer than one of those PAPER GUARANTEES that will not hold water."
—The Philosopher of Metal Town

The **Metallic Roofing Co.**
Limited
TORONTO & WINNIPEG

1672

The Warner Sap Spout



Produces More Sap
than any other make
"Runs Sap Early and Late"

Strongly made of Tinned, Malleable Iron—will not break.
No rossing of the trees necessary—no injury to the bark.
The construction gives it a greater sap capacity than any other spout.
No wind or weight of sap in the bucket can pull the spout out of the tree.
It does not leak, and is easy to insert and just as easy to remove.
The tapering portion dams the sap hole and every grain of wood severed is left free to run sap.

Takes a 7/16 Bit

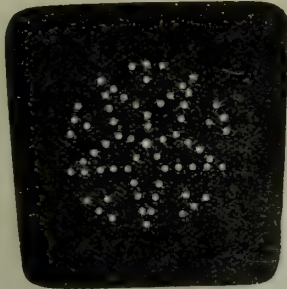
Write for Sample and Prices

The Thos. Davidson Mfg. Co., Limited, Montreal and Winnipeg

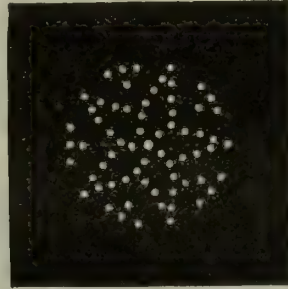
CHAIR SEATS

For the next few weeks watch this page weekly for Pointers in Spring Buying.

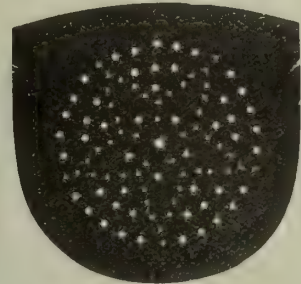
MONEY MAKERS
Largest Sales in the Spring



LOCAL
Width—13, 14, 15, 16 inches

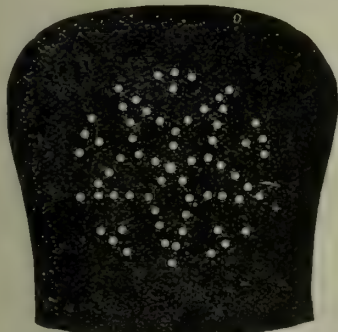


SQUARE
Width—13, 14, 15, 16 inches



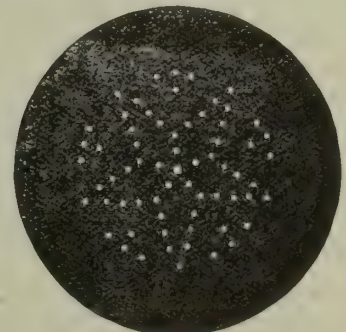
CROWN DINING
Width—12, 14, 15, 16 inches

The measurements are always taken by extreme width, not the length



ROCKER SEAT
Width—18 inches

If you don't stock
them, you should.
Try a sample and
see how they sell.



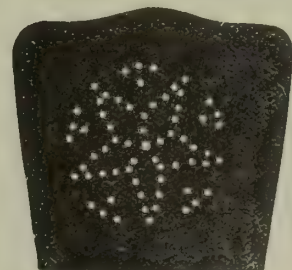
ROUND
Width—13, 14, 15, 16 inches



BALL TOP
Width—14, 15, 16 inches



ULSTER DINING
Width—14, 15, 16 inches



GRECIAN
Width—14, 15 inches

LEWIS BROS., Limited

Importers and Distributors

OTTAWA TORONTO

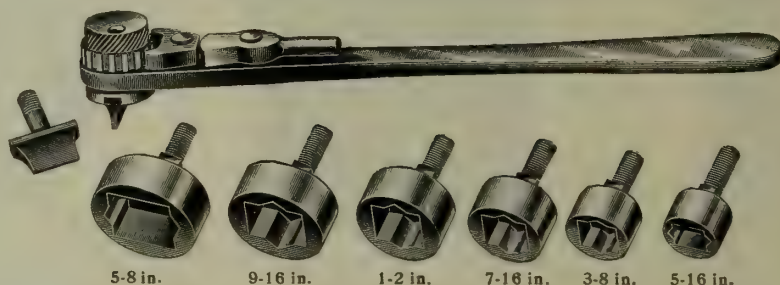
MONTREAL

VANCOUVER

Lane's Ratchet Screw-driver and Wrench

Lane's is the most Perfect and Practical Tool of its kind ever placed on the market. Why Use Old Style Screw-drivers when you can get the Up-To-Date Ratchet Screw-driver and Wrench, for practically the same price you pay for a good Screw-driver?

Length—7 inches



This Tool is intended to fill a long-felt want in a combination of a Screw-driver and a Wrench for use in close quarters that cannot be reached by the ordinary tools now in use.

Action

The tool is automatic in its action when used with either screw-driver or wrench and is quickly changed from right to left by simply throwing a lever as shown in the above cut. The Ratchet works so lightly that a nut or screw can be turned until it is very loose.

Wrench Sockets and Bits

For convenience and compactness, the wrench sockets are made to fit both square and hexagon nuts. This virtually furnishes two sockets in one, or twelve in the full set. The screw-driver bits are machined to fit snugly into the screw slot so as to give the pressure on the side of the slot.

Weight

The matter of weight is an item always considered by mechanics, and the fact that Lane's Ratchet Screw-driver and Wrench, complete with eight pieces, weighs but one pound, must appeal to him, yet this tool is made so strong that it will meet every reasonable demand made upon it.

Write for Price.

We Ship Promptly

Ask our Traveler about this Tool.

We Ship Promptly

FROTHINGHAM & WORKMAN, Ltd.



Montreal

Wholesale Hardware and Iron Merchants

: : : : :

Canada



The "Samson" Bicycle for 1910

Ladies' or Gentlemen's



Everyone wants full value when they purchase a bicycle. By this we mean they should get a machine which will give them comfort, and that degree of satisfaction which makes them proud of the "wheel" they are using.

The **SAMSON BICYCLE** represents exceptional value at the price, being an English-made "wheel" in every particular, with the exception of the New Departure "Coaster Brake," this being of American manufacture.

At a Price For Everybody

All parts are interchangeable (from Toronto stock) 22, 24 and 26" frames, double tube, detachable non-skidding rubber tires, three coil Brook's pattern saddle, nickel-plated steel rims, and enamelled mud guards.

You can sell this Bicycle and make a good profit.

Send us your Orders.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

Toronto

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



Registered

QUALITY

is the potent force that has placed

"Crescent Brand" Butts and Hinges

in the proud position they now occupy in the realm of Hardware. Whether judged from the standard of "appearance" or that of "intrinsic worth," there can be no question of "Crescent Brand Superiority."

The prices are not any higher than is asked for the inferior makes.

Merchants who desire the Builders' and Contractors' Orders

cannot afford to stock any Butts or Hinges that are not made by

CANADA STEEL GOODS COMPANY, Ltd.
MANUFACTURERS. - - HAMILTON, CANADA



DOMINION WIRE MANUFACTURING CO.

MONTREAL

LIMITED

TORONTO

Manufacturers of

Iron and Steel Wire
Barbed Wire
Galvanized Wire
Dominion Field Fencing
Brass Wire
Copper Wire
Wire Nails
Wood Screws
Staples
Jack Chain
Bright Wire Goods
Spring Cotters
Steel Wire Barrel Hoops

NOW IS THE TIME TO SPECIFY FOR

BARBED WIRE

GALVANIZED WIRE

COILED SPRING FENCING

DOMINION SPECIAL FIELD FENCING

FENCE STAPLES

WIRE NAILS

WOOD SCREWS

*Make up order for mixed car
and get benefit on freight.*

C.L. & Co.'s PROFIT MAKING Specialties

For Live Hardware Stores

Dealers make \$1.00 on each

Bissell's New

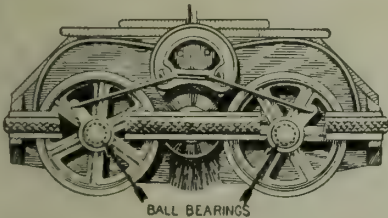
Ball-Bearing

**Grand Rapids
Carpet Sweeper**
they sell.

That's good profit,
is it not ?



We furnish six assorted finishes in a case with either Japanned or nickel-plated trimmings.



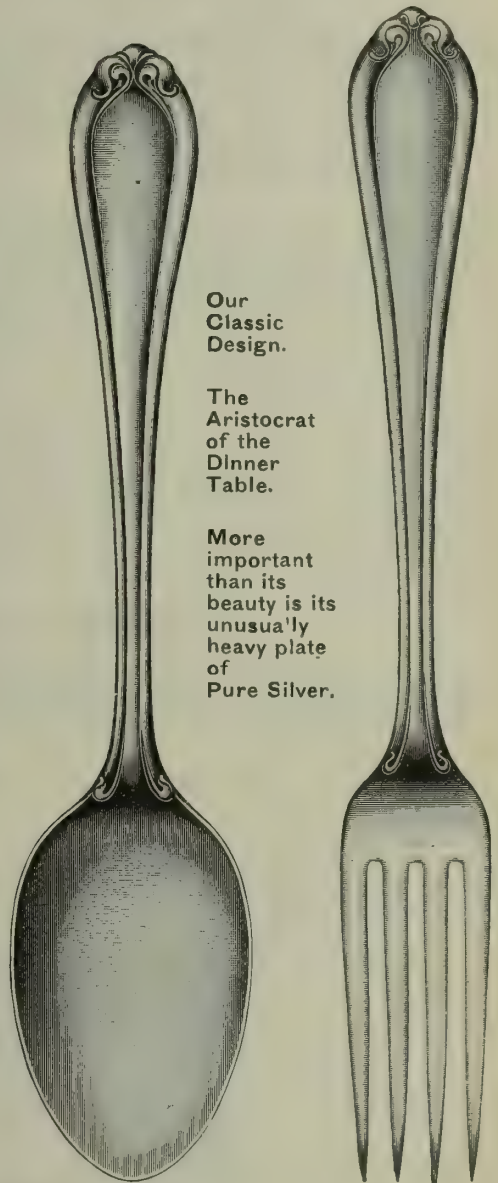
Attractive Electros
free for advertising.

Wholesale Distributors

Caverhill Searmont & Co

Montreal and Winnipeg

Until you take up the sale of
COMMUNITY SILVER
you'll not be satisfied with
your Silverware Trade.



Our
Classic
Design.

The
Aristocrat
of the
Dinner
Table.

More
important
than its
beauty is its
unusua'ly
heavy plate
of
Pure Silver.

A Profitable Line

in every hardware store a profitable line to handle is
Brushes, Brooms and Woodenware

and you will find no line of these goods will sell more quickly or will yield you better profit than that manufactured by

Thomas Bryan, Limited, London, Canada

Illustrated catalogue sent upon request of responsible dealers.

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton



Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

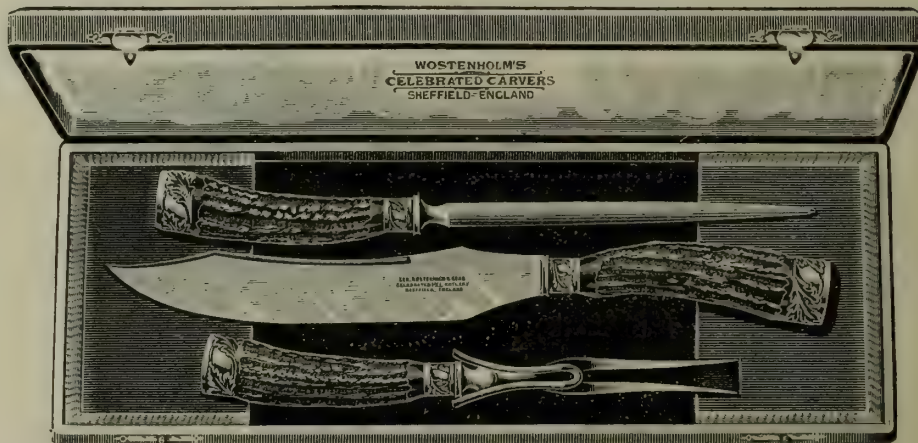
DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q., Vancouver, B.C., St. John, N.B.

WOSTENHOLM'S FINE SHEFFIELD CUTLERY

I-XL CARVERS IN CASES

No. 3478A.



Best Double Shear Hand-forged Blades

Selected Stag Handles

Heavily Plated Cap and Ferrule

INSIST ON I-XL GOODS FROM YOUR JOBBER

A. MACFARLANE & CO., MONTREAL, Canadian Representatives



"You'll use a Diss-on Saw, too, some day."

There is something about a perfect implement which lends authority to the hand behind it.

Disston saws, files and tools possess the same masterful qualities that characterize the great establishment in which they are created.

The feel of them conveys an idea of the substantial; suggests precision, accuracy, efficiency, endurance.

Disston Saws made half a century ago are in use to-day—family heirlooms passed from one generation to another.

Improvement of that high quality of material, temper, design and workmanship put into the Disston Saws of 1840, has kept pace with steadily increasing requirements of saws and with the great growth of the Disston plant.

Disston's is the only saw, file and tool establishment in the world that makes the steel for its full line.

Implements of Disston Brand outwork and outwear all other tools. Do your work with the best tools made.

If you are unable to obtain the DISSTON Brand, write us and we will see that you are properly supplied.

HENRY DISSTON & SONS

INCORPORATED

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA, U.S.A.



Simplicity of Gearing

is a prominent feature of the

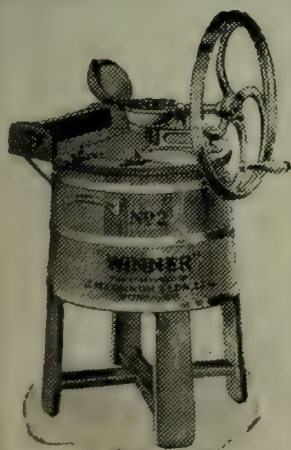
"Winner" Rotary Washer

(Style No. 2)

which makes it not at all liable to get out of order.

Roller bearings carry all the weight, and make this machine very easy-running. The washboard surface is corrugated. The appearance and

finish of the "WINNER" ROTARY are very attractive, and you will find it a splendid seller and satisfaction-giver. Write for details and prices.



J. H. Connor & Son, Ltd.

OTTAWA,
ONT.

"CANADIAN MONARCH" FENCE

Our "MONARCH" is a staple lock fence of the latest and most approved type. The strands have but a very slight kink at the lock, therefore are as strong at the lock as at any other point.

The locks, strands and stays are made of number nine wire and all the wire used is Hard Drawn Steel, thoroughly galvanized.

If you want an agency for this, also our "SAFE-LOCK" fence, which is a wrapped stay, either number nine or number twelve, write us for prices, and get our wholesale list of fences and gates with discounts.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.

BRANDON,

MAN.



Stanley Tools

THE "BAILEY" WOOD PLANE has the same adjustment as the celebrated "BAILEY" IRON PLANE—differing only in detail where the extra thickness of the Wood Bottom has to be taken into consideration.

The Bottom is made from selected and well-seasoned beech.

The name "BAILEY" and the number are cast on every Plane, and the name "STANLEY" is cast on each cutter.

INSIST that your orders be filled with Planes made by THE STANLEY RULE & LEVEL COMPANY, which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' Tools for over half a century.

"BAILEY" WOOD and IRON PLANES, "BAILEY" BLOCK PLANES, "STANLEY" BIT BRACES, SPOKESHAVES and POCKET LEVELS are now

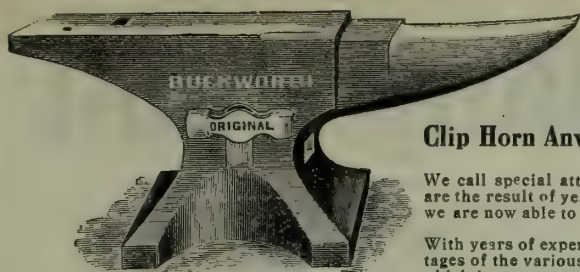
MADE IN CANADA

Address all communications to:

STANDARD
THE WORLD
OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY
TOOL
GUARANTEED



BUCKWORTH

Solid Wrought General Blacksmiths' and
Clip Horn Anvils, with Crucible Steel Face : : :

We call special attention to our Farrier's Clip Horn Anvils. These Anvils are the result of years of careful study on our part of the Farrier's wants, and we are now able to present an anvil that is perfection.

With years of experience and careful study of the advantages and disadvantages of the various makes of anvils on the market, we here present an anvil which is as near perfect as it is possible to be. The size of face, length and fullness of horn and depth of drop have all been considered. We defy a better shaped anvil for general blacksmithing.

Every genuine **BUCKWORTH** Anvil is made of the best Wrought Iron and faced with the best Crucible Cast Steel, carefully tempered and tested to secure absolute uniformity. The **BUCKWORTH** Anvil is made by the latest improved methods. Top and bottom are each one solid piece, and only one weld at the waist.

The steel faces to these anvils are all put on in one solid piece.

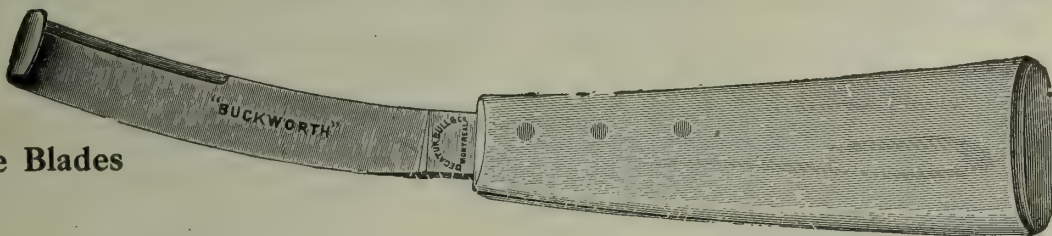
NOTE.—That every genuine **BUCKWORTH** Anvil is stamped the name **BUCKWORTH** together with the word "original" on a hammer.

Anvils, 40 to 600 lbs., carried in stock

BUCKWORTH FARRIER KNIVES are superior in Quality and Grinding

Malleable
Handles

Adjustable Blades



Buck
Handles

Secure
Blade

Write **DECATUR, BULL & CO.**

SELLING AGENTS.

MONTREAL, CANADA.

For
Catalogue

How About Your Oil-Stove Business?

¶ Are you going to keep up-to-date and clinch it with the "FLORENCE-AUTOMATIC" line, or stay in the same old rut and compel your trade to secure the "Florence" elsewhere?



NO. 3 LOW—Three powerful Burners—Oil Reservoir holds one gallon—Height, 17 in. Top, 16 x 35 ins. Weight, crated, 64 lbs.

¶ The class of oil stove you buy this season decides the number of oil stove customers you will have the following season. We handle the "FLORENCE-AUTOMATIC" which is undoubtedly the best on the market. It is the stove that will give satisfaction, for it is constructed with the view of reducing and eliminating the objectionable features in other oil stoves, and the success which accompanied this endeavor eclipsed our highest aims. We have them in both the high and low styles, with either two or three burners.

¶ Try two or three NOW and place them in your window. They are a good selling line from the point of quality and profit also.

London, Toronto
Montreal Winnipeg

McCLARY'S

Vancouver, St. John, N.B.
Hamilton, Calgary

A Good Selling Point

that will help you to build up your sales of the Allan Hills line of Edge and Lumbering Tools is this: These tools are made of

Genuine Sheffield Steel

by men who have been trained in the best tool steel plants of Sheffield, England.

Every tool in the line is so good in quality as to be a very effective advertisement of the complete line—and of your whole store as well.

The “Forest King” Chopping Axe shown on this page is made of Inserted Steel, and is far better value than an Overcoated Steel Axe.

Sold by all Jobbers

**Allan Hills Edge Tool
Company, Limited**

GALT : : : : ONT.



ONEIDA COMMUNITY GAME TRAPS

Newhouse
Hawley & Norton
Oneida Jump
and
Victor Patterns

43 Sizes

¶ Furs are bringing higher prices than ever before. Trappers are extending their lines of traps. Be ready for the Spring trade by ordering a full line of traps.

O R D E R N O W

ONEIDA COMMUNITY, LIMITED

NIAGARA FALLS :: :: ONTARIO



Condensed or "Want" Advertisements

AGENCIES WANTED

TRAVELER, good hardware, plumbing and electrical connection, wants good side line. Toronto or outside towns or both; thoroughly acquainted with general hardware, gas and electric supplies. Box 960, **HARDWARE AND METAL**, Toronto. (10)

AGENTS WANTED.

*This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if **HARDWARE AND METAL** is given the opportunity to solve it.*

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (11f)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Stock of "Sterling" Ready Mixed Paints in good order. A liberal discount for immediate sale. Going out of paint business. Apply to E. S. Coppins, plumber, 371 Dundas Street, Woodstock. (10)

TINNER'S TOOLS, in excellent condition, at low prices either for lot or singly. Also several best gas furnace burners, Economy, Archer and Century at big cut. Telephone City Stoves, Limited, Brantford. (10)

BUSINESS CHANCES

EXPERIENCED HARDWARE SALESMAN, of good address, to take interest in old established Agency business in Winnipeg, Man. Capital not essential, but must furnish unquestionable references as to character, ability, and willingness to throw his whole energy into the work. Advertiser wishes eventually to retire from active business. An exceptional opportunity for the right man. Post Office Box 2947, Winnipeg. (10f)

FOR SALE—General hardware and stove business in Ontario. Good farming district; two railways; stock and fixtures about \$4,500. Good reason for selling. Will sell at 80c on dollar cash. Box 957, **HARDWARE AND METAL**, Toronto. (13)

FOR SALE—Hardware business in growing Saskatchewan town in centre of best farming district in Western Canada. Nice clean stock. Turnover about \$25,000 at good profits. A splendid opportunity to right man. Address Box 1045, Moose Jaw, Sask., Canada. (11)

FOR SALE—Up-to-date hardware, furniture and undertaking business for sale in new Western town, two years old. 1908 turnover \$14,000; 1909 turnover \$23,000. Ill health reason for selling. Box 10, **HARDWARE AND METAL**, 511 Union Bank Building, Winnipeg. (10f)

STOVES, PLUMBING AND TINSMITHING Business must be sold at once. Easy terms. J. D. Murdock, Weiland. (10f)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

TINSMITHING AND PLUMBING BUSINESS for sale, complete with 8-foot brake and tools. Good business section. City. Box 954, **HARDWARE AND METAL**, Toronto. (10)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ABOON TO EVERY HARDWAREMAN—A perfectly reliable fountain pen is to be found in the Beaumont "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thicknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Company, Canadian Agents, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (1f)

CUT DOWN THE COST OF YOUR FIRE INSURANCE. Our illustrated catalog "O" on fireproof windows, doors, etc., contains full information as to how you can save money on your insurance. You will find it interesting. Write for it to-day. A. B. Ormsby Co., Ltd., Toronto. (1f)

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are fire insurance experts. We can safeguard your interests and procure the lowest rates. Mitchell & Ryerson, Confederation Life Building, Toronto. (1f)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J," which contains illustrations of many new fixtures and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this Continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont. (1f)

ERRORS AVOIDED, LABOR SAVED. Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (1f)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FASHION DECREES—Holland Linen correspondence stationery correct in style. It's beautiful writing surface most attractive. Envelopes to match. Fashionable sizes and colors. Visiting Cards, Invitation and At-Home Cabinets and Writing Tablets. Ask your stationer. W. J. Gage & Co., Ltd., Toronto.

FREE TEST—Prove our claim that "Klear Copy" Carbon gives the best, clearest, unsmudged copies of all typed matter at our expense. Send for sample package "K," free. Peerless Carbon and Ribbon Mfg. Co. of Canada, Limited, 180 Richmond St. West, Toronto. (1f)

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. Fresh air introduced under window sash gradually diffused throughout room. Foul air in room expelled through special outlets. Use in store, office and home. Free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (1f)

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (1f)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Coop, Clark Co., Ltd., Toronto. (1f)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (1f)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

USE THE BEST CARBON PAPER—"Klear Kopy" Carbon gives clear, unsmudged copies of letters and documents. Has been selected by leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog type. All dealers. Write for samples. Peerless Carbon and Ribbon Co., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (1f)

WE ARE OFFERING A FEW SPECIAL BARGAINS in Remington and Smith Premier Typewriters. These are real bargains. The Monarch Typewriter Co., Ltd., 98 King Street West, Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (1f)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (1f)

YOU need the best possible protection from fire! If your valuables are in one of our Safes you can rest at ease; no fire too hot for them to withstand. Vaults and Safes to meet every possible requirement. Write for catalogue "S." Goldie & McCulloch Co., Ltd., Galt, Ont.

725,000 live merchants use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

\$75 **BUYS BEST DUPLICATING MACHINE.** ACME prints anything a job printer can. Complete outfit: Acme Machine, stand with type cases, drawer for accessories, 20 lb. typewriter type, chase, Acme ribbon to match typewriter, pair tweezers, quins, key, set of registers. Guaranteed. Acme Duplicator Co., Baltimore, Md., U.S.A. (1f)

SITUATIONS VACANT

EXPERIENCED HARDWARE CLERK WANTED at once. Must be good salesman and stock-keeper. State experience and give references. A. E. Bottum, Bobcaygeon, Ont. (10)

WANTED—Tinsmith, by first March, for good Manitoba town. Tinsmithing and furnace work. Highest wages to right man. Apply The James Stewart Mfg. Co., Limited, Woodstock, Ont. (9)

WANTED—Varnish salesmen for Province of Ontario, Canada. Address Box 958, **HARDWARE AND METAL**, Toronto. (11)

WANTED—A capable plumber and steamfitter, one that will be able to estimate and lay out a job. In applying state age, nationality, married or single, give full references. None but a temperate man need apply. State date applicant can assume position. Apply The Brandon Hardware Co., Ltd., Brandon, Man. (10)

WANTED—Tinsmith for small town west of London. One competent to do ordinary plumbing, bicycle repairing, help in hardware store, etc. In answering state age and salary expected for steady job. Set tinsmith tools also wanted (second hand). Give list of tools, condition and price. Answer Box 969, **HARDWARE AND METAL**, Toronto. (10)

WANTED—A competent man to take charge of a tinsmith; able to lay out and estimate on installing furnaces and work connected with tinsmithing. A man with some knowledge of plumbing preferred. Apply in own handwriting, stating age, nationality, married or single, with length of time at the trade, giving full references, stating wages required and date applicant could assume position. None but temperate men need apply. Suitable wages given to a man that can fill the position. The Brandon Hardware Co., Ltd., Brandon, Man. (10)

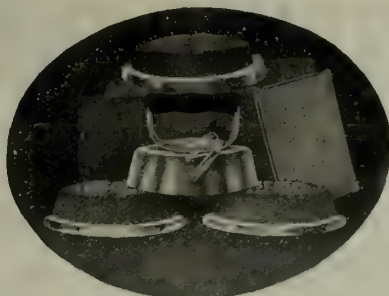
SITUATIONS WANTED

SMART, energetic traveler, with 6 years' experience calling on Ontario hardware, implement and lumber trades, desires position with reliable firm. Box 955, **HARDWARE AND METAL**, Toronto. (19)

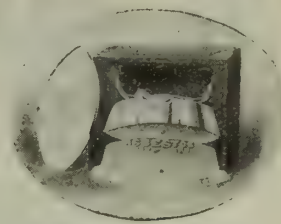
SITUATION WANTED by young man with three years' experience in retail hardware. All references. Address, G. E. Bagshaw, Sunderlind, Ont. (11)



No. 50—FLOUNCE IRON



No. 100—LAUNDRY SET



No. 40—SLEEVE IRON

Boosting the Booster

Early in March the second number of the Asbestos Sad Iron Booster will appear.

If you want ideas to help you make more profits out of the Asbestos line, you can not afford to miss this number of the Booster. Watch for it, recognize it, read it.

Some of the good things in this number are:

A SUMMARY OF OUR POLICY—BY PRESIDENT JOHNSON.

A SPICY TALK TO SALESMEN—BY A REAL SALESMAN.

PLANS FOR MORE SPRING BUSINESS.

“CANNED FILOSOFY”—BY “REDDY.”

Every page will give you a better insight into the “cashability” of the Asbestos line.

The Booster is gotten out by our Dealers' Aid Department, and will put you into touch with this branch of our organization. Make use of the aid offered to increase your income from Asbestos Sad Irons.



No. 196—HOUSEHOLD SET

THE DOVER MANUFACTURING CO.

CANAL DOVER, OHIO

WE MAKE STOVES THAT SATISFY—



the kind your customers want, Stoves that fill the bill in every way, fine in finish, artistic in design, and that can be relied on to please your customer and bring him back.

¶ Active, reliable dealers wanted everywhere throughout Canada to handle and push our lines.

¶ If interested, write for illustrations, prices, and full particulars of the finest line of Stoves ever offered to the Canadian trade.

¶ Our patterns and plant are all new and have thirty years of stove making behind them.

¶ The most beautifully designed cast range on the Canadian market to-day.

¶ We are, therefore, in an unequalled position to supply high-class goods at prices that will enable a dealer handling our lines to secure a big share of the trade in his locality, and to develop a growing stove business. : : : : : : : :

THE ENTERPRISE FOUNDRY CO.

SACKVILLE, N.B.

Selling agencies and stock carried by

{ STEWART & CO., 122 Wellington St. West, Toronto, Ont.
THE ENTERPRISE HARDWARE CO., - Saskatoon, Sask.

You'll Recognize One of These Gillette Representatives

for you share with him the work and the profit of transferring
GILLETTE Safety Razors from our factory into the
hands of your customers.

His object, as you know, is not to load you up
with as many GILLETTES as possible—it is to help
you sell as many as the people in your territory
can use.

We have never considered our part of the deal
completed when we put the
razors into your store—not
until your customers carry
them out again. That is why
we are spending thousands
of dollars every year in ad-
vertising. Part of this goes
to bring GILLETTE purchasers
into your store.



A. N. CROSS
Maritime Provinces
and Eastern Ontario



F. S. LEFEBVRE
Province of Quebec



A. A. BITTUES
Managing Director



G. A. MACKENZIE
Province of Ontario



M. J. MAGUIRE
Western Canada



Possibly our Representative
could help you a little more
than he has yet had the oppor-
tunity of doing, to increase
your sales of GILLETTES.

He is in constant touch
with other hustling GILLETTE
dealers and knows the plans
which they find most success-
ful. He has some mighty
good ideas, too, about dis-
playing GILLETTES most effectively, and would
be only too glad to give you the benefit of them.

We feel that the closer you and our Representa-
tive and our Manager work together the more
razors you'll sell and the more money we'll
all make.

Talk your GILLETTE problems over freely and
frankly with our Representative, or write our
Manager about them. If you have any criticisms or suggestions,
we shall be very glad to hear them.

The Gillette Safety Razor Company

OF CANADA, LIMITED

Office and Factory: 63 St. Alexander Street, MONTREAL

THIS IS NOT A WATCH FOB

But



Plow Shapes and Elgin Wrenches

are in the "STAR" family
and all of satisfying
personality.

*ADVERTISING SEPAR-
ATELY in later issues.*

We will give the names
of wholesalers who han-
dle them in Canada.

Write us for booklets of either.

Star Mfg. Co.
Carpentersville, Ill., U. S. A.



WE WANT YOUR ORDERS FOR BRUSHES and BROOMS

for the Spring trade, and we have
the facilities to handle the busi-
ness with satisfaction to our
customers.

With the largest plant in Canada,
and the most complete range of
goods, we are prepared to meet
all demands.

Stevens-Hepner Company
Limited
Port Elgin - - - Ont., Can.

A Great Selling Team

¶ Buyers must be moved
through several steps to be
brought to the buying point.

¶ They must have their atten-
tion attracted to the article.
They must have their interest
in it awakened. They must be
informed as to its nature, utility
and merits. They must be con-
vinced of its value. They must
be moved to action—to closing.

¶ Good salesmen and good
trade-paper advertising make a
great team to carry the buyer
through these several stages to
the buying point. Alone, the
salesman is at a disadvantage.

William Bayliss

Limited
BIRMINGHAM, ENGLAND

Solid Drawn Brass Cased Tube
Stair Rods and Brass Cased Rodding

Seamless Steel Tube
(Round, Square and Flat)
Brazed Iron Tubes
(Round and Square)
Square Brass Tubes
and Brass Mouldings

*For
Bedstead
Trade*

Agent for Canada:

ALEXANDER GIBB
13 St. John St. MONTREAL

Nature has solved the
problem of distribution.
It uses a multitude of
agents to effect the distri-
bution of its products.

Nature does not expect
every seed to fall upon fal-
low ground and to take
root. But, it achieves a
profitable percentage upon
its distribution. This is all
that an advertiser has to
do to reap a profitable
harvest on his outlay.

Ask US to quote you for

PAINTS (READY MIXED
(AND IN PASTE)
DRY COLOURS
DISTEMPERS, VARNISHES, Etc

Why?

BECAUSE!!

We are makers of nearly one
hundred years' experience;
and know that we can compete

**HOYLE
ROBSON
BARNETT & CO.
LTD.**

HEAD OFFICES:

**35 CLOSE, NEWCASTLE-ON-TYNE.
ENGLAND**

CONTRACTORS TO

H. M. ADMIRALTY and WAR OFFICE

To save time, please send samples
to match and fullest particulars.

YOUR SHARE OF THE TRADE

There are big profit possibilities for you if you are handling

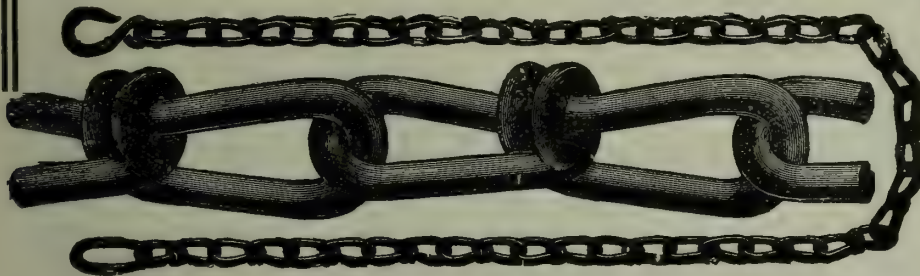
GREENING'S Tie-Out and Trace Chains

which are in general demand, because they give the maximum of strength for weight of material used. We draw the wire used in our own mills, and take particular care that only the very best material is employed.

Consult our catalogue! It will suggest many uses for our WIRE CHAINS, which will enable you to 'get busy' after new customers in your district.

Ask your jobber for Greening's.

The B. Greening Wire Company, Limited



Hamilton, Ont.
Montreal, Que.

Young man with good
retail experience to travel
for our circulation depart-
ment—Good chance for
promotion.

MACLEAN PUB. CO.
TORONTO AND MONTREAL

DOOR MATS

Keep the Floor Clean

They keep the feet dry.
They prevent sickness.

Buy the sanitary door mat, the

"ACME"

carefully made of good material.

ACME STEEL GOODS CO.

MANUFACTURERS

Main Office and Works: 2834-40 Archer Ave.

CHICAGO, ILL.

151 Lafayette St.
NEW YORK CITY

Empire Bldg.
ATLANTA, GA.

A Good Line to Carry

We know a number of dealers who have found it profitable to take hold of **Preston Metal Sidings** and push them energetically.

We believe a great many others would do the same if they realized the large market there is for this class of goods.

Metal Sidings

are used for all kinds of buildings—stores, houses, barns, etc. Neither wind nor dampness can penetrate a building protected by **Preston Metal Siding**. Buildings covered with this material are warmer, more easily heated, and drier than brick or stone. Fireproof, and practically lightning-proof, **Preston Metal Siding** reduces fire insurance rate. We have a large range of patterns that rival stone and brick in appearance and durability, yet cost only about one-third as much. We have more information to give you. Just write for it. Remember, there is a good margin of profit in handling these goods—and **Preston Metal Siding** is easy to sell.

Metal Shingle and Siding Co., Limited, Preston, Ont.

Branch Office and Factory, Montreal, P.Q.

Are You After the Delivery Can Business in Your Locality?



Style "E."

¶ If so, you are handicapped unless you handle the "Samson" line.

¶ We have these in six styles of four sizes each.

¶ Notice the steel barrel handles and Samson bottom.

A FEW OF THE SIZES:

Nos.....	6	8	10	12
Each....	\$5.00	\$5.50	\$6.00	\$6.50
Nos.....	60	80	100	120
Each....	\$5.00	\$5.50	\$6.00	\$6.50
Nos.....	06	08	010	012
Each....	\$4.50	\$5.00	\$5.50	\$6.00

¶ Consider the Samson line before purchasing.



Style "G."

McCLARY'S

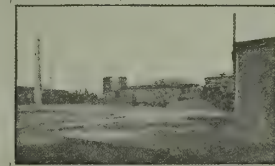
London
Montreal

Toronto
Winnipeg

Vancouver
Hamilton

St. John, N.B.
Calgary

THE LARGEST MAKERS OF FINE LAMP BLACKS IN THE WORLD



WILCKES MARTIN WILCKES CO. MAIN OFFICE, 135 WILLIAM STREET NEW YORK, N.Y.

FOREIGN AGENCIES, LONDON. PARIS. CHAUX-DE-FONDS. BUENOS AIRES. SIDNEY AUSTRALIA. YOKOHAMA, JAPAN. VIENNA, MILAN, ITALY. HAMBURG.
E. FIELDING, 34 YONGE ST. TORONTO. AGENT FOR ONTARIO.

Keen Buyers

of Horse Clipping Machines

**BUY THE BEST MACHINES. IT'S MERELY
A MATTER OF BUSINESS—NOT SENTIMENT**

It really makes no difference to the hardware dealer where the machine was made. He is in business to sell **good** goods—goods that satisfy customers and bring more business. The merit of a machine lies in what it will do—how long it will last—and how much it costs.

ON THE STRENGTH OF ITS MERITS

Stewart Horse Clipping Machines

are being used by horse-owners and sold by dealers in every civilized country on the globe. One concern pilfered the idea on our Stewart No. 1. Of course, it was rather a clumsy adaption, but it was visible acknowledgment of Stewart superiority. The "counterfeit" machine resembles the Stewart in appearance—but the similarity ends right there. They couldn't steal the manufacturing process, because it may be imitated, but it is **not** equaled. Again, the Stewart has gears made of cut steel made file hard—not mere cast steel.

We fit the Stewart No. 1 with plenty of high grade flexible shaft and equip it with the famous Stewart tension one-nut clipping knife. We guarantee it to please the user better than any other machine made, or it can be returned to us at our expense and money will be refunded.

Send for details of our plan which helps dealers sell more horse clipping machines and which includes individual advertising.

CHICAGO FLEXIBLE SHAFT CO., 250 La Salle Avenue, CHICAGO



HOOPS and BANDS

From stock or for import

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

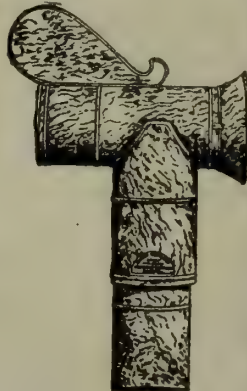
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.



THE CANADA PAINT COMPANY

J. W. HARRIS Mfg. Co., Ltd.,
Montreal.

GENTLEMEN:—

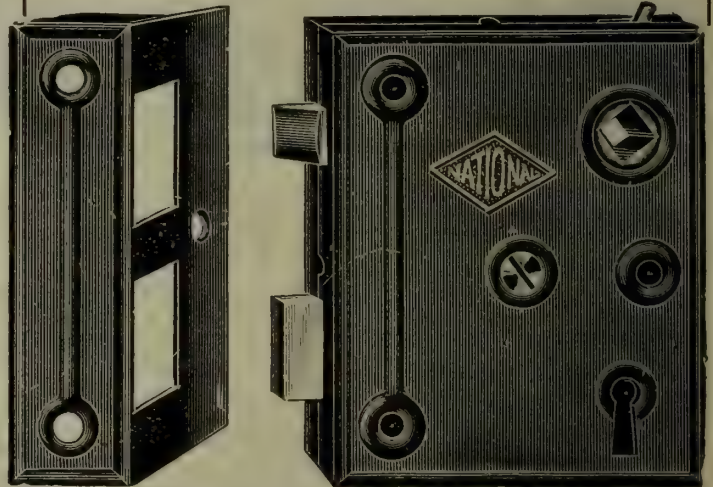
Your Ventilators have given us entire satisfaction.

THE CANADA PAINT CO., LTD.,
572 William St.

Made by

The J. W. Harris Mfg. Co., Ltd.
CONTRACTORS
Montreal

When stocking up with



STEEL RIM LOCKS

insist on having the

National Brand

No others are quite as good.

Made in Canada

NATIONAL HARDWARE CO., Limited

ORILLIA

ONTARIO

CANADA

CAN. DA WIRE, RODS MFG. CO.

MANUFACTURERS OF EVERY KIND OF

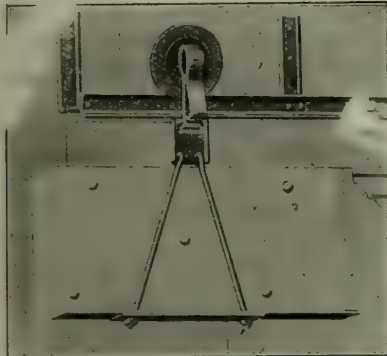
**Iron, Steel, Brass and
Copper Wire Cloth**

**rimped and Pressed Wire Work
of all Kinds**

MILTON - - - ONTARIO

CHANCE FOR LIVE AGENTS

— TO SELL —



**W. Barn Door Hangers, Chan-
nel Steel Track and Low-Down-
... High Store Ladders ...**

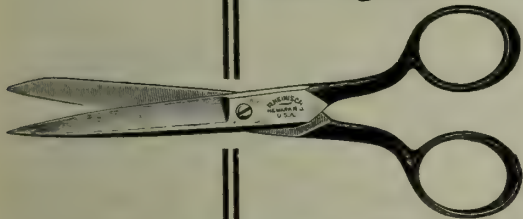
This hanger is stronger and more ser-
vice than any other. The door closes
tight and is the same as a hinge door.
Excludes all other. Won't split or rot. A
splendid line to handle.

WRITE FOR DETAILS

S. B. MAR

DALTON, O.

Safeguard Your Own Interests



by handling only lines have 'made
good'.

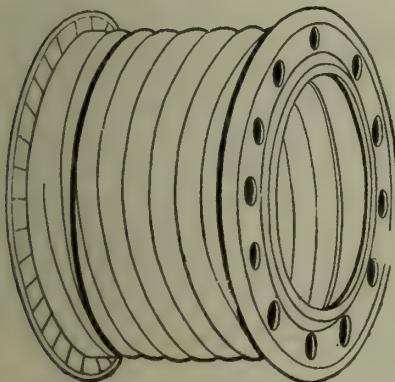
HEINISCH

Tailors' Shears, mers and Tin-
ners' Snips, have the van for 85
years. They are pre- sent for quality of
materials and cutting edge, and
are just the best to add to your repu-
tation and profit.

R. HEINISCH'S SONS CO.
Newark, N.J., U.S.A.

For Sale by Leading
Wholesale Houses

O.K. THIMBLES



Every new house in your town mer-
its prospect for several O.K. Stove
Thimbles. You should carry a good
supply in stock and be ready to supply
them when wanted.

O.K. Thimbles are made for both floors
and partitions. They can always be put
in place instantly. You contractors will
prefer them to any other Stove Pipe
Thimbles they can see.

For sale by Jobbers or by direct purchase

METAL SHINGLE & SINK CO. LTD.
PRESTON & MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried
machine repairs. All machine shops and
day shops should have it. Bridge
builders, track layers, and structural
metal workers have constant use for it.

Send for Description

A. B. JARDINE & COMPANY
Hespeler, Ontario

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire
Insurance Agents.

16 1/2 Toronto Street, Toronto 465 Temple Building, Montreal

When writing advertisers kindly men-
tion having seen the advertisement in
this paper.

OAKEY'S

The original and only Genuine
Preparation for Cleaning Out-
let. 6d. and 1s. Cansisters

'WELLINGTON' KNIFE POLISH

JOHN OAKLEY & SONS, Limited

Manufacturers of

**Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.**

Wellington Mills, London, England

THE WHITE MOP WRINGER COMPANY

offers the Largest Line of Mop
Wringers in the World. Latest
improvements. Up-to-date.
Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to oper-
ate, wrings driest, and is the
most durable on the mar-
ket. Adapted to sheet iron
or wooden pails. Free dis-
play rack. Liberal discount's
Write to-day for catalogue!

MADE IN CANADA

**WHITE MOP
WRINGER CO.**

Fultonville, N.Y.

Manufacturers
of Mop
Wringers
exclusively

**This
Trade Mark
Insures
Genuineness
Originality
Perfection
Satisfaction**

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

F. N. BURT COMPANY, Limited
TORONTO

Counter Check Books

"GET THE BEST"

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings,
Axle Nuts, etc., etc.

Manufactured by

P. KYLE, Merrickville, Ontario

Catalogue furnished on application

MANUFACTURERS' AGENTS.

THOMPSON & GUNN

333 Gore Avenue, VANCOUVER, B.C.

Famous "RELIANCE" Hot Water BOILERS

and "IDEAL" Hot Air FURNACES

MODERN "ALASKA" STEEL RANGES

Cooking and Heating Stoves

WRITE FOR PRICES

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S
SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearers Mfg. Co., Nashua, N.H., USA
Webbush & Hilger, Limited, special New York
Representatives, 106-110 Lafayette Street

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

P. R. CUMMING

Manufacturers' Agent

Hardware, Hardware Specialties
Housefurnishings Woodenware, Etc.

Car Shipments a Specialty

Correspondence Solicited

347 Pender St. W. - VANCOUVER, B.C.

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

METAL PRODUCTS.

Established 1880

NEITHER FICTITIOUS NOR EXORBITANT

ORDER AND USE

LANGWELL'S BABBITT

GEORGE LANGWELL & SON, Makers, MONTREAL

FILTERS.

Anti-Splash Tap Filters

The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers.
We supply display cards that sell them.

Write for Prices and Sample.

The Anti-Splash Filter Co.

OWEN SOUND - - ONTARIO

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American
Manufacturers. Correspondence invited from
firms wishing to be represented.

NAILS.

JAMES PENDER & CO., Ltd.

ST. JOHN, N.B.

Manufacturers of

Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Best in Canada

Calks—Blunt and Sharp

Horse Nails, Etc.

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind.
Has many working advantages over the ordinary spring,
and has twice the wear. In use throughout Great Britain
and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital St. - - - Birmingham

J. M. KAINS & CO.

MANUFACTURERS' AGENT

83 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware
Specialty. Highest References.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Felloe Plates.

GALVANIZING.

GALVANIZING.

Work and Prices Right

ONTARIO WIND ENGINE & PUMP
CO., Limited
Toronto, Ont.

T. W. HEMPHILL & CO.,

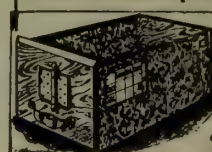
Manufacturers' Agents

Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room
over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
83 Richmond St. W. Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be **NOTHING BETTER, NOTHING CHEAPER** than the **BRADLEY STEEL BRACKET**. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

FEED COOKERS



MAKE MORE MONEY
Put in a stock of
FEED COOKERS

We make all sizes
Write **JAMES & REID**
PERTH, ONT.
for catalogue and prices

SPRAYERS



HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruits, vegetables, disinfectants.
SEND FOR CATALOGUE AND PRICE LIST
COLLINS MFG. CO. TORONTO

SOLDER

TINKERS' SOLDER

Bars to the lb. Our Phone No. is Main 1729
We will be pleased to quote you.

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

SNAPS.

"QUEEN" LOOP SNAP



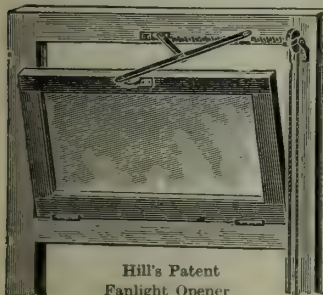
No. 900—Another addition to our line.

COVERT MFG. CO., TROY, N.Y., U.S.A.

JAMES HILL & CO., LTD.

Cable: James Hill, London.

IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent Locks, Hinges, Anti-Panic Bolts

and all kinds of Fittings and Hardware.

Castings, etc.

Hill's Patent
Fanlight Opener
from 2/9 each.

100A QUEEN VICTORIA STREET
LONDON, ENGLAND

STEEL TROUGHS.



MAPLE EVAPORATORS

at a price within the reach of anyone. They make first-class syrup with a small amount of fuel. A great seller. Write us.

Agents Wanted

The Steel Trough & Machine Co., Ltd., Tweed, Ont., Can.

TOOLS.



OUR OFF-SET TOOL HOLDERS

Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand.

Write for Catalog.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave.

CHICAGO

U. S. A.



Right Hand

VENTILATORS.



Ventilators and Chimney Cowl
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

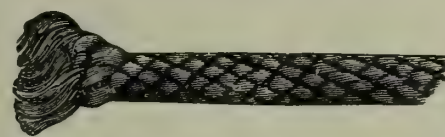
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your
WIRE GOODS

from
CANADIAN SALES & MFG. CO

Factory 55 St. Paul Street
Office 107 St. James Street
MONTREAL



HERCULES

Sash Cord

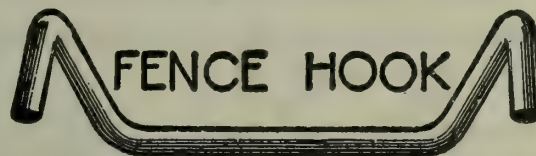
Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

GALVANIZED FENCE HOOK

For Fastening Wooden Picket Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

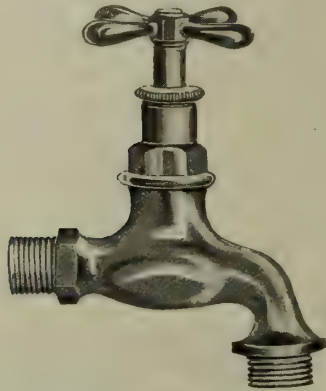
Works: Don Speedway, also Victoria St.,

TORONTO



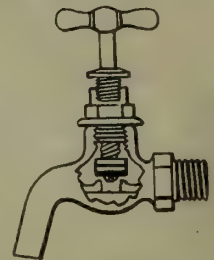
PLUMBERS' BRASS WORK

That DRIP-DRIP-DRIP of the leaky sink tap may appear a matter of little importance.



J.M.T. Cushion-Disc Bibb Cock

It's the little things though that frequently cause the greatest annoyance, and "drip trouble" is one of them to the careful housewife or domestic.



WHY NOT pay the little difference and get a **J.M.T. CUSHION DISC** Faucet for the sink or laundry. They close with the minimum pressure. They don't leak. Used on the best jobs.

We also have other lines which give equal satisfaction—good material, substantial design.

The James Morrison Brass Mfg. Co., Ltd.,

93-97 Adelaide St. W.
TORONTO

BUTLER'S

FAMOUS

Sheffield Cutlery

AND

Electro-plate

CABINETS AND CASES OF CUTLERY AND PLATE
PRESENTATION OUTFITS—PRIZES FOR SPORTS-
SPOONS AND FORKS; FISH AND DESSERT SETS.

"BUTLER" was Reg'd a Trade Mark A.D. 1768.

Their  Trade Mark was Reg'd A.D. 1681

Sole
Makers of

REGISTERED Butler's "KEEN" Razors,
"Cavendish" Brand of Table
Knives, Carvers and Plate.

HIGHEST AWARDS

SPECIAL MENTION

George Cutler & Co.'s

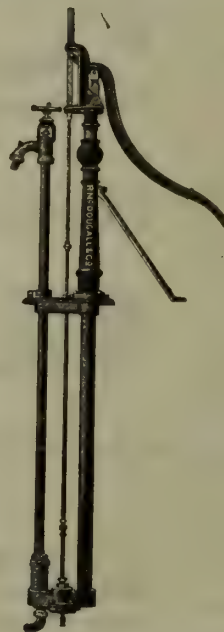
LONDON SHOWROOM:

62 HOLBORN VIADUCT, E.C.


(OVER SNOW HILL STATION)

MANUFACTORY:

Trinity Works, SHEFFIELD, England



321

Orders on hand are heavier than we have ever known heretofore, but we have room yet for a number of new customers who will swell the ranks of satisfied users of 

McDougall Pumps

We tell the same old story of quality first and price as easy as possible for you. Come, let us get together. "Aremacdee" is a guarantee.

The R. McDOUGALL CO.

Galt, Canada

LIMITED

Genasco Ready Roofing

Of all the ready roofings now offered for sale Genasco is the only roofing whose makers come out boldly and tell you what it is made of—

Trinidad Lake Asphalt

Why do other makers throw mystery around their product by "secret process" of "our own composition?" Mystery is a mighty poor creator of sales.

Genasco stands out among all other roofings, and proves its waterproof and weather-resisting qualities.

That's the kind of roofing your customers want. They know Trinidad Lake Asphalt is the greatest waterproofer known; and they know our 30 years' experience in the use of asphalt is back of Genasco—a guarantee that it will give them absolute satisfaction.

That's the roofing you ought to handle. Needn't worry about being able to sell it. We've got all we can do to keep up with the demand.

Write to-day for full information. Don't delay. Do it to-day.



THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest
manufacturers of ready roofing in the world

PHILADELPHIA

NEW YORK

SAN FRANCISCO

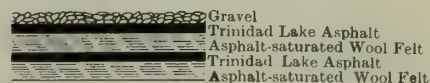
CHICAGO

Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont.

D. H. Howden & Co., Limited, 200 York Street, London, Ont.

Mineral or smooth surface Genasco Roofings

Cross-section Genasco Smooth-surface Roofing



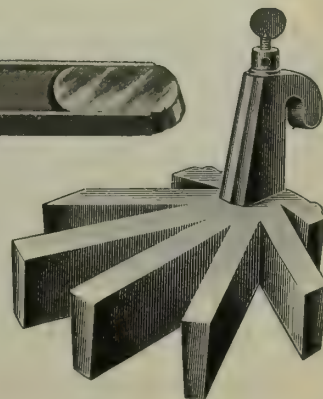
We Manufacture Lead Sash Weights Sheet Lead Strictly Brand Solder



Wire Solder Fuse Wire Battery Zincs
Ingot Copper Pig Lead Ingot Tin
Antimony and Zinc

Write for Prices

The Canada Metal Co., Limited - Toronto



PATTERN LETTERS

IF YOU USE THEM

Send for our New List No. 3.

STENCILS

IF YOU USE THEM

Send to us and get Artistic Work.

STEEL STAMPS

Steel Letters and Figures

NAME PLATES

SEND TO THE

Hamilton Stamp and Stencil Works

LIMITED

Hamilton and Toronto

Reasons Why Star Expansion Bolts are Trade Pullers!

An extensive educational advertising campaign which thoroughly covers all parts of Canada, driving into every dealer's store in the Dominion, who handles the STAR, hundreds of live inquiries weekly. We maintain a dealer's information and service bureau for the benefit of those dealers who care to write to us for selling plans and ideas.

We employ a system of "Follow up," one of the best of its kind in the world. Let us give you the benefit of our years of selling experience—Then add your own. Write for "It" samples and catalogue 36.



Star Expansion Bolt Co.

Catalogue Department 36

147-149 Cedar Street, New York City

Don't Experiment

with unknown brands of Safety Razors.

Our

Forged Blade "Pioneer"

is the only Safety Razor made of doubly refined Sheffield Steel, and has held its place in the front rank for over 30 years by sheer merit. It will last for years and will cost your customers next to nothing for repairs. The result is that you earn your customers' goodwill, and get a reputation for handling only high-class goods.

Write for Catalogue and Prices

KAMPFE BROS., 8-12 READE STREET
NEW YORK

Canadian Representative: A. Roy MacDougall
42 Adelaide St. W., Toronto

MADE IN ENGLAND

TERRY'S (PATENT) STEEL SPRING EXERCISERS and DEVELOPERS

Made in hundreds of sizes and strengths



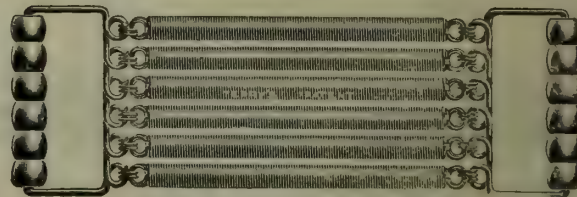
TERRY'S PATENT

No. 91. SINGLE CHEST EXPANDER.

Size	0	1	2	3	3A	4	5	6
Trade	17/6	22/-	24/-	25/6	36/-	37/6	48/-	60/- per doz
Prices								

GOOD PROFITS

Send for 20/- parcel.



No. 92D. 6 STRAND CHEST EXPANDER.

Size	0	1	2	3	3A	4	5	6
Trade	116/-	122/-	128/-	146/-	150/-	156/-	174/-	200/- per doz.
Prices								

Fitted with detachable springs, as illustrated.

SEND FOR TRADE LISTS. Hundreds of lines that sell.

HERBERT TERRY & SONS (Box 100)

The Spring Specialists

REDDITCH, ENGLAND

Mention Paper

ANYTHING
IN
STEEL
OR
WIRE

We manufacture over 1000 commodities of steel and wire, and if you use any we should be pleased to receive your enquiry.

**UNITED STATES STEEL PRODUCTS
EXPORT CO.**
MONTREAL



"Brantford" "Roofing"

FREE
A Series of Retail Ads

We have had a series of roofing advertisements prepared at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads. are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing," it's time you were. Better write for our proposition.

BRANTFORD ROOFING CO., Limited

::

BRANTFORD, CANADA

Winnipeg Agents: General Supply Co. of Canada, Limited, Market and Louise Sts.

Montreal Branch: 300 St. James St., Montreal, Que.



The Moorish Sidewall Register.

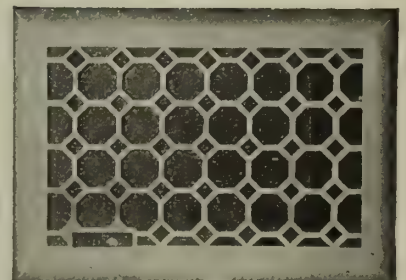
The Bull's Eye of Perfection

**REGISTERS, FACES,
BORDERS**

"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company
Bridgeburg - - - Ontario

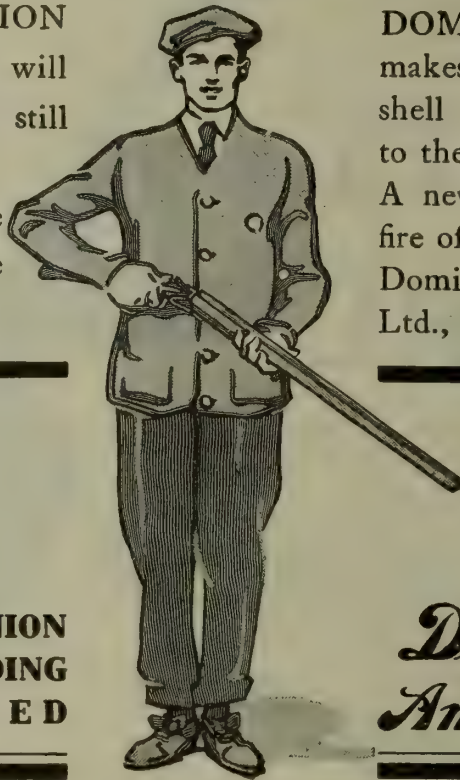


The New Convex Reversible Wafer

TREAT every customer so that you can look him in the eye and—ask him to come again.

DOMINION AMMUNITION put out over your counter will enable you to do that and still allow a fair profit.

A satisfied customer is the best advertisement in the world.



DOMINION AMMUNITION makes satisfied customers. Every shell or cartridge is guaranteed, to the full meaning of the word. A new box free for every misfire of present product. Dominion Cartridge Company, Ltd., Montreal.

**THE NEW DOMINION
SYSTEM OF LOADING
IS UNEQUALED**

Dominion
IMPROVED & PROVED
Ammunition



KEMP'S DAIRY PAILS



Write for Discount

Dairy Pails—Extra Heavy

No.	12	14	16
1X Plain	Per Dozen \$10.50	\$12.50	\$14.50
1XX Retinned with Malleable Ears	“ 18.75	21.50	24.50
Bundle Lot, Dozen	1	1	1

XX Iron Clad Dairy Pails

No.	14	14
Pattern	Straight	Flaring
Per Doz.	\$7.50	\$7.50
	1	1

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG, Man.

THE KEMP MFG. CO., of Montrea
39 St. Antoine Street, MONTREAL, Que.

Awards in Hardware and Metal's Holiday Contest

Reproductions of the Prize-winning and Other Holiday Ads. Worthy of Commendation, with a Criticism of Certain Features in the Different Announcements—Emerson & Fisher, St. John, N.B., and DeWitt Bros., Napinka, Man., are Again Prize Winners.

By Don Tuck.

The task before the judges of adjudicating in the holiday advertising contest grows more difficult each year, a fact which must be directly attributed to the increased interest which retail hardwaremen throughout the Dominion are taking in the advertising of their wares. This state of affairs is particularly gratifying to Hardware and Metal, in view of our consistent policy of endeavoring to educate hardwaremen to recognize that advertising, if properly carried out, is an investment and not an expense.

In very many features which constitute a good advertisement, such as reason why, copy, good display, attractive headlines, and judicious choice of type—several of the ads. submitted leave little to be desired.

The Prize Winners.

The premier position for cities over 10,000 goes by the judge's unanimous vote to Emerson & Fisher, of St. John, N.B., they, therefore, for the third time carrying off first honors. Even in this ad., however, we find points where improvement might have been made. An exceptionally fine headline cut attracts instant attention, but it might well have been elaborated by a few lines of general Christmas chat or details of the firm's ability to give prompt and satisfactory service. A second point that strikes one is that although the ad. is extremely readable and well-displayed, an effect less mechanical might well have been gained by a little breaking of the borders, without any loss of attractiveness. The descriptive talk with nearly every item is crisp and convincing, and prices are well-displayed. This is an ad. that cannot have failed to pull business. The space occupied was full page.

Second in order of merit in the larger cities was the ad. of W. A. Rankin, Ottawa, whose announcement occupied 8½ inches, three columns wide. This has much display merit, though a better effect would have been gained by a single rule of smaller point in the inside of the ad. The ad. is full of seasonable suggestiveness, and the somewhat small space allotted has been occupied to very good advantage. A booklet most attractively gotten up up was also mailed to possible customers and must have had a large share in influencing trade.

George Mathewson, Toronto, has an ad. which, with its most attractive head-cut, is very little behind the two previous ones, cutlery being featured almost exclusively. A large display of prices would have improved its appearance and usefulness, especially if indented as they are under the headings "Scissors" and "Razors." This ad. is also weak in its descriptive matter. For instance, it asks: "What makes a nicer gift than a carving set?" It

would be more effective to tell why a carving set is a practical gift than to ask the question.

In the Towns and Villages.

In the towns under 10,000 the ad. of DeWitt Bros., Napinka, Man., easily secured the judge's decision. It is an exceptionally well-thought out and well-displayed advertisement. The headline is a fine one, the border uncommon and attractive, and the introduction convincing. Then each item is priced in plain figures and is introduced by a

terse paragraph which is assertive of the merit of the goods and contains practical suggestions. Like the Emerson & Fisher ad. this occupied a full page space in the local paper.

No. 5 by R. F. Johnstone, Acton, was considered next best, it being a comprehensive ad., in which, perhaps, fault could be found that too much has been crowded into the space occupied. A few specialties brought out in heavier type from the rest of the ad. would have strengthened its general appearance, and "white space" on either side

THE SUN, ST. JOHN, N. B. MONDAY, Dec. 19, 1910



Christmas Gifts That Are Useful



Brass Candlesticks
English, American and German
We can say without fear of contradiction that we have the largest stock and most popular priced line of candlesticks in the city.
70c. to \$3.50 per pair.

1847 Roger Bros. Silverware.
This Brand has Proved Its Worth Since '87
The Rogers Silverware is the most popular and best known in the world. It is made of pure silver and is guaranteed to last for ever.
The Rogers Silverware is the most popular and best known in the world. It is made of pure silver and is guaranteed to last for ever.

Coffee Percolators
Copper and Nickel Plated
Powerful Spout Stoves
There's only one way to get all the good out of coffee and that's with a percolator.
See Prices: \$8.75 to \$12.75
Percolating Coffee Pots, Enamelled, Aluminum and Copper, \$5.50 to \$10.75

Silver Holloware
Quadruple Plate
Sals and Peppers, 75c. to \$3.50 per pair
Napkin Rings, 50c. to \$2.00
Children's Wines, \$1.25 to 1.75
Butter Dishes, 2.75 to 4.50
Pickle Dishes, 2.00 to 3.00
Cake Dishes, \$3.00 to 15.00
Toast Racks, Bon Bon Dishes, Bread Trays
Great Bases, Enter Dishes, etc., etc.

Brass Jardinieres and Fern Pots
Canadian, English, Japanese and Russian
Fern Pots, 35c. to \$5.50
Hanging Flower Pots 90c. to \$7
Jardinieres, \$3.00 to \$15.00
Special values at \$1.00, \$2.00 and \$3.00

The Ingersoll Watch
A Great Anticlimax
The Ingersoll Watch is made to stand the test of time. It is a watch that will give you the same time it also made to answer a great many questions.
Price \$1.00

Gillette Safety Razor
No Shaving—No Hoarding
The "Gillette" is an ideal gift for men who shave. It will save you money and give you the best safety razor available.
The new "Gillette" is the most popular razor in the world.
Price \$5.00 to \$9.00

Chafing Dishes, Copper and Nickel Plated.
GOOD SPENT STOVES
Prices \$4.75 to \$12.50.
Chafing Dishes have become a necessity in every household, and recognizing this fact we have gathered together an excellent assortment.

Hot Water Kettles
With or Without Safety Stages
Brass, Copper and Nickel-plated
Kettles only 75c. to \$6.00
Kettles with Spout Stoves, \$2.50 to \$9.50
A good line of English and American Water Jugs in Brass and Copper, \$1.75 to \$4.25

Clocks
Fancy
Alarm
8c. to \$2.00
Fancy
\$1.50 to \$4.50

Clocks
Rattle
English
American
Canadian
French
\$3.50 to \$16.50

Carvers
All Standard English Make
Silver, Fruit, Ring and Ivory Handles
Prices \$1.75 to \$10.00

Baker's Hockey Skates
This brand needs no further recommendation—the name guarantees it.
Ladies' Hockey Skates, 60c. to \$3.00
Men and Boys' Hockey Skates, \$1.00 to \$5.00
Duncan's Patent Skate Guards, \$3.00 per pair

"Canada Cutter" Pocket Knives
Every boy for man, rubber, steel, ivory, bone and wood handles.
Special Value at 25, 50 and 75 cents

"Ever Ready" 12 Bladed Safety Razor
The Ever Ready is the most perfect razor yet made. It is the only razor that has stood the test of time. It has been used by millions of men and is guaranteed to last for ever.
Price with 12 blades \$1.00

Snow Shoes
Indian Make, Correct Shapes
The shoes are made of Grouse and which is very rough. The shoe is made of Call this shoe will not slip when in use.
Price \$2.50 to \$4.75

Sleds and Framers
A Large Stock
Sleds for Boys, 35c. to \$4. Framers for Girls, 45c. to \$4.25

Scissors in Cases
A Most Useful Gift.
Something Needed Everyday
Brokers and Other Good Makes
Prices, 1.50, 1.75, 2.00, 2.50, 3.00, 3.50, 4.00, 4.50, 5.00

Air Guns and Rifles
American and European Quality
HANDMADE RIFLES
Air Guns, 75c. \$1.00 and \$1.25
Hamilton Rifles 22 gauge, 2.00 and 2.25
Savage Rifles, 3.25 to 9.00

Carts and Waggon
Wheeled carts, 40c. to \$1.00
Carts, 50c. to 1.00
Waggon, 60c. to \$7.50

EMERSON & FISHER, Ltd., 25 Germain St.

No. 1.—Awarded First Prize in Hardware and Metal's Recent Holiday Advertising Contest for Cities over 10,000.

of the rather small head cut would have certainly added to its effectiveness.

The announcement of H. H. Otton & Son, Barrie, loses half its attractiveness, by being cut up by the double and fancy rules, as the headline and accompanying descriptive matter are distinctly good. The space has been

Digby, N.S., (No. 8), have hit upon an excellent idea in listing goods under plainly quoted prices, which must have assisted the busy shopper with a certain amount to spend. A complete rearrangement would, however, have added to the effectiveness of this ad.

No. 9 by R. Chestnut & Sons, Fred-

BUY XMAS GIFTS HERE

We have a store full of the kinds of gifts a person likes to give—and to receive. Every article has the two Cardinal points "Quality" and "Serviceability" that should guide all buyers when making their purchases, because the pleasure of giving, is doubly enhanced when you know that your gift is of the finest design and material, and of a quality that withstands daily use thus giving greatly increased delight to the recipient for years to come. In the few suggestions below, you will find something suitable for every member of the family.



CARPET SWEEPERS

Are a good investment when you consider the longer life and better hygiene it gives your carpets, rugs and curtains. Your wife will appreciate one of these little labor-saving devices. We recommend it.

Grand Rapids 3.75
The Standard 2.50

For your Wife's sake buy a Sweeper

BUY HIM A SAFETY RAZOR

Nothing in the long list of suitable gifts for a young man is so more appreciated than a safety razor. Every man that for years has shaved with a straight razor will appreciate and thank the giver. Our stock only comprises razors of all kinds but also home brushes soap and a great variety of strops.

Gillette Safety (safety razor) \$5.00
Kien Rutter Safety, up from 5.00
Kien Rutter Safety, up from 2.00

Carto Magnetic Razor 2.50
Edwards 2.00
Hollister Brothers up from 0.80



SILVERWARE THAT PLEASES

Our large stock of Silver has never more complete and more attractive than now. The style and effect of the best Sterling is represented in our "Avon" and "Flowers de Louie" patterns of table ware.

Ten Spoons, set of six \$2.00
Coffin Spoons, set of six \$1.00
Teaspoon, set of six \$1.00
Six Knives and Forks in Oak Case \$3.00
Six Knives and Forks, Pearl handled \$1.00
Glasby Ladles, each \$1.75
Plav Knives \$2.50
Cold Meat Forks \$2.50
Berry Spoons \$2.00
Cake Knives \$2.00

IN HOLLOW PLATED WARE WE OFFER

Bake Dishes, with ebony trimmings and removable linings from \$5.00 to \$9.00
Berry dishes, up from \$1.00
Cups and Bread Plates, up from \$1.00
Cream and Sugar, up from \$3.00
Fruit Dishes, beautiful designs, 2.00
Breakfast Crocks 9 bottle — up from \$5.75
Tea Service, 4 pieces and waiter \$22.00

Furniture the Best Gift of All

What woman wouldn't be delighted to receive any of these articles listed below? No other gift can take the place of a fine piece of Oak or Mahogany furniture, that combines beauty with lasting service, and of daily use in the household. A few examples—

Quartered Oak Suburban, from \$25.00
Buffets 23.00
Combination Buffet and China Cabinet 45.00
Pinning tables, up from 12.00
Rolling chairs 4.00
Morris chairs 10.00
"Gina" Sectional Bookcase, up from 12.00
Mission Oak Rockers 13.00

KINDERGARTEN SETS

Consisting of a table and two small chairs, newly finished in red enamel. Just the thing to amuse children indoors during the winter months.

A Xmas Present at \$3.00 per set

CHOOSE FROM THIS LIST

Of suitable gifts that don't cost you very much and are just the thing where an expensive but very much appreciated gift would suit your purpose. Something very for man, woman or child.

Brass and Copper hot water Kettles with spout lamp holds 8 pints, \$2.75
The same only 1 pint capacity \$1.60
Painted Copper Kettles, 1 1/2 and 3 pints 65c, 90c and \$1.00

Spirit or Alcohol Lamps, up from \$1.50 to \$1.85
The Yankee Vapor for boys, \$1.85
Child's enameled cup, saucer and plate 60c
Child's knife, fork and spoon \$1.00
Pocket Cutlery, large variety up to \$1.50
Hand Sledges, from 80c
"Woodmaster" and "Garage" rifles, 22 caliber \$24.00
Season—the finest steel up from 75c
Framed Pictures—100 subjects 50c
Coffee Percolators \$4.25
Enamelled Corned Roasters \$3.00
Laborator and Irons \$2.20
Nickel-plated traps up to \$2.75

SPARKLING CUT GLASS

There is a fascination in the glitter of clear cut crystal that appeals strongly to every woman. Our glass is from the hands of the most expert cutters in Canada. Every piece is of exquisite pattern and of exceptional value at its low price.



A MALLEABLE RANGE

For a Xmas Present? Why not? Think of the everlasting joy and comfort in the home, that is to be derived from a superior cooking apparatus. Made always on time and well cooked, meat a contented wife and a happy home, not to mention economy in the fuel bill.

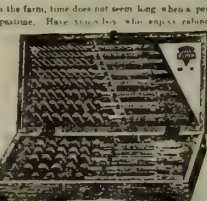
No #920 Malleable \$10.00
No #914 75.00

LAMPS

Nothing adds cheerfulness and brilliancy to a home than a beautifully decorated lamp of high candle power.

Hall Lamps \$5.00
Hanging Lamps, from \$5.00 to \$10.00
Patio Lamps up to \$10.00
Haze Bedding Lamps \$10.00
Children's Night Lamps 25c
Lanterns \$50 to \$100

TOOLS OF QUALITY



CARVERS

Carve your Xmas turkey with one of our Sheffield made carvers. We have them in three and five piece sets in fancy cases or plain boxes. The names of the manufacturers are a guarantee of the finest quality of materials.

PRICES, from \$7.50 to \$10.00

AN "ALLEWIN" GO-CART

It is used all the year round, by simply attaching steel runners to the wheels for winter use. Baby will appreciate one of these warm, roomy carriages and enjoy so outgoing on a warm sunny day in January as well as during the summer.

We have various styles ranging in price from \$18.00 to \$30.00

DE WITT BROS.

PHONE No. 65

NAPINKA, Man

No. 4.—Awarded First Prize in Hardware and Metal's Recent Holiday Advertising Contest for Towns Under 10,000.

well utilized, and it should have proved a business bringer.

Among those ads. to which honorable mention must be given (No. 7) Johnson Bros., of Boissevain, is neat, but the reading matter is not overconvincing. The space, however, is well used, but would be improved by a larger display of prices. Dakin Bros.,

erickson, N.B., shows a small space well utilized, but a cut would have added to its attractiveness. As a general ad. it answers its purpose well.

The ad. of another Boissevain merchant, F. O. Saunders, (No. 10) also deserves mention, but it suffers from lack of a bold headline—the matter which should form headline and sup-

The KEEN KUTTER HARDWARE.

Christmas Gifts For Everybody.

We have Christmas Gifts suitable for everyone from "Baby" to "Grandfather."

Our holiday lines are the largest and most complete. Our patterns are exclusive and up-to-date. Visit our store and be convinced, but don't wait until the last minute. Come before the rush begins.

FOR FATHER.

Keen Kutter Tool Chests
Keen Kutter Safety Razors
Keen Kutter Pocket Knives
Keen Kutter Wrenches
Keen Kutter Screw Drivers
Keen Kutter Hammers
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plement being crowded in on either side of the base burner. The printer has also used too many varieties of type to make the advertisement pleasing to the eye.

We trust these criticisms will prove of some service in assisting retailers to improve their advertisements. The art of publicity was never more to the fore than at the present moment, and the presentation of wares in their most attractive manner is a subject which will repay the attention of every hardwareman.

HELP ADVISE YOUR CUSTOMERS.

The retailer who handles fishing tackle can not devote too much attention to the wants of his customers along the lines

that do not bring in immediate returns, but which are profitable in the long run.

Take information concerning the best fishing waters, as an instance. The angler may be supposed to make this a special study on his own account, but not every angler does this, giving as excuses lack of time or facilities for obtaining reliable information. He naturally depends upon his favorite dealer for information as to the best tackle to use on certain waters he proposes to visit, but with whose peculiarity he himself is ignorant; and some anglers go to the tackle dealer to learn the best routes to certain waters, obtain information as to boats, guides, bait, etc. In one way this

may be regarded as an imposition on good nature, but so common has the practice become that not a few of the largest dealers in tackle have collected, at a somewhat heavy expense of time and money, a great deal of this sort of information that may be drawn on from time to time for the benefit of their customers.

Don't show many different kinds of goods at once.

Don't be satisfied with customers you have without attempting to get more. The successful man uses follow-up letters and other means to accomplish this purpose.

CHRISTMAS SUGGESTIONS

When buying a Christmas Gift don't fail to study its usefulness. A useful article is kept and appreciated longer and this should be the major consideration in your choice of the year. The following list will show you what really useful articles you can buy at **OUR HARDWARE STORE.**

Razors Gillette Safety Razor, \$2.00 Gillette Safety Razor, Pocket Case, \$1.50 Gillette Safety Razor, Pocket Case, \$1.00 Gillette Safety Razor, Pocket Case, \$1.00 Gillette Safety Razor, Pocket Case, \$1.00 Gillette Safety Razor, Pocket Case, \$1.00	The Famous Bissell Carpet Sweeper Great Bissell, with new motor and gears, \$12.00 Great Bissell, with new motor and gears, \$12.00 Great Bissell, with new motor and gears, \$12.00 Great Bissell, with new motor and gears, \$12.00 Great Bissell, with new motor and gears, \$12.00
Skates Hockey Skates, \$2.00 Hockey Skates, \$2.00 Hockey Skates, \$2.00 Hockey Skates, \$2.00 Hockey Skates, \$2.00	Skates Hockey Skates, \$2.00 Hockey Skates, \$2.00 Hockey Skates, \$2.00 Hockey Skates, \$2.00 Hockey Skates, \$2.00
Carvers All Best Quality Sheffield Steel Carvers, \$2.00 Carvers, \$2.00 Carvers, \$2.00 Carvers, \$2.00 Carvers, \$2.00	Scissors Pocket Scissors, \$1.00 Pocket Scissors, \$1.00 Pocket Scissors, \$1.00 Pocket Scissors, \$1.00 Pocket Scissors, \$1.00

Complete Line of Rogers' Silverware
We have a complete line of Rogers' Silverware, including: Forks, Knives, Spoons, and Tea Sets. All made of the finest silver and are guaranteed to last for ever.

PHONE 1024 W. A. RANKIN 410 BANK ST.

A Merry Christmas - A Happy New Year

CHRISTMAS GIFTS

Carving Sets
What makes a more useful Christmas present than a carving set? We have a complete line of carving sets, including: Carving Knives, Carving Forks, and Carving Spoons. All made of the finest steel and are guaranteed to last for ever.

Knives and Forks
We have a complete line of knives and forks, including: Pocket Knives, Pocket Forks, and Table Knives. All made of the finest steel and are guaranteed to last for ever.

Razors
We have a complete line of razors, including: Gillette Safety Razors, Gillette Safety Razors, and Gillette Safety Razors. All made of the finest steel and are guaranteed to last for ever.

POCKET KNIVES
We have a complete line of pocket knives, including: Pocket Knives, Pocket Knives, and Pocket Knives. All made of the finest steel and are guaranteed to last for ever.

SCISSORS
We have a complete line of scissors, including: Pocket Scissors, Pocket Scissors, and Pocket Scissors. All made of the finest steel and are guaranteed to last for ever.

HOODY SUPPLIES
We have a complete line of hoody supplies, including: Hoodies, Hoodies, and Hoodies. All made of the finest steel and are guaranteed to last for ever.

GEORGE MATHWESON
734 QUEEN ST. EAST
PHONE MAIN 3420

CHRISTMAS MADE EASY

EVERY Christmas season finds our store crisscrossed with the newest and best in **Useful Xmas Gifts.** Progress is our motto, and this year we have a stock that will help defeat the discriminating ones, regardless from what standpoint you wish to view it, value, excellence, or usefulness. The prices are as low as the fair quality will permit. Come in to see and let us make your Xmas shopping easy.

CUT GLASS
We carry the largest assortment of Genuine Rich Cut Glass in Barrie. Our prices are the lowest.

Cut Glass Nappies
\$1.25 to \$4.00
Celtic Teas, Bon-Bons, Vases, Water Pitchers, Wafle Dishes, Tumblers, etc.

Our Silverware is of the Best Quality - The Famous 1847 Rogers Bros. Make

Double Knives, \$1.00 Single Knives, \$1.00 Double Knives, \$1.00 Single Knives, \$1.00 Double Knives, \$1.00	Double Knives, \$1.00 Single Knives, \$1.00 Double Knives, \$1.00 Single Knives, \$1.00 Double Knives, \$1.00
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Our Cutlery Department
We have a complete line of cutlery, including: Pocket Knives, Pocket Knives, and Pocket Knives. All made of the finest steel and are guaranteed to last for ever.

H. H. OTTON & SON
Five Points Hardware Store

Only 14 Shopping Days Till Xmas

DO YOU REALIZE that the time is going so short, or that you believe in having your Christmas shopping to the last week. We advocate early buying. We have many lines of goods to sell you, a better selection of goods than we will receive anything in Christmas. We have many lines of goods to sell you, a better selection of goods than we will receive anything in Christmas. We have many lines of goods to sell you, a better selection of goods than we will receive anything in Christmas.

Gillette Safety Razor
The Ideal Gift for any Man
The Gillette set at \$2.00
The Gillette set at \$2.00
The Gillette set at \$2.00
The Gillette set at \$2.00
The Gillette set at \$2.00

Carlo Magnetic Razors
The Ideal Gift for any Man
The Carlo set at \$2.00
The Carlo set at \$2.00
The Carlo set at \$2.00
The Carlo set at \$2.00
The Carlo set at \$2.00

Washing Lamps
The Ideal Gift for any Man
The Washing set at \$2.00
The Washing set at \$2.00
The Washing set at \$2.00
The Washing set at \$2.00
The Washing set at \$2.00

A Window Squeegee
The Ideal Gift for any Man
The Window set at \$2.00
The Window set at \$2.00
The Window set at \$2.00
The Window set at \$2.00
The Window set at \$2.00

Flurry Razors
The Ideal Gift for any Man
The Flurry set at \$2.00
The Flurry set at \$2.00
The Flurry set at \$2.00
The Flurry set at \$2.00
The Flurry set at \$2.00

Shaver's Supplies
The Ideal Gift for any Man
The Shaver's set at \$2.00
The Shaver's set at \$2.00
The Shaver's set at \$2.00
The Shaver's set at \$2.00
The Shaver's set at \$2.00

ATTRACTIONAL GIFTS FOR CHRISTMAS
The Ideal Gift for any Man
The Attraction set at \$2.00
The Attraction set at \$2.00
The Attraction set at \$2.00
The Attraction set at \$2.00
The Attraction set at \$2.00

SKATES AND HOCKEY GOODS
The Ideal Gift for any Man
The Skates set at \$2.00
The Skates set at \$2.00
The Skates set at \$2.00
The Skates set at \$2.00
The Skates set at \$2.00

RELINCE PLATED WARE
The Ideal Gift for any Man
The Reliance set at \$2.00
The Reliance set at \$2.00
The Reliance set at \$2.00
The Reliance set at \$2.00
The Reliance set at \$2.00

20 piece Union Oak Case
The Ideal Gift for any Man
The Union set at \$2.00
The Union set at \$2.00
The Union set at \$2.00
The Union set at \$2.00
The Union set at \$2.00

OUR CUTLERY DEPARTMENT
The Ideal Gift for any Man
The Cutlery set at \$2.00
The Cutlery set at \$2.00
The Cutlery set at \$2.00
The Cutlery set at \$2.00
The Cutlery set at \$2.00

POCKET CUTLERY
The Ideal Gift for any Man
The Pocket set at \$2.00
The Pocket set at \$2.00
The Pocket set at \$2.00
The Pocket set at \$2.00
The Pocket set at \$2.00

SLEIGH BELLS
The Ideal Gift for any Man
The Sleigh set at \$2.00
The Sleigh set at \$2.00
The Sleigh set at \$2.00
The Sleigh set at \$2.00
The Sleigh set at \$2.00

Sanders' Hardware
BUY YOUR HARDWARE FROM SANDERS AND SAVE MONEY

3

THE FAMOUS OIL HEATER

Is just the thing for a Cold Evening

If given a uniform heat, it is strong, light, economical and safe. The upper and lower burners are made of steel and are polished and painted. The base and feet are of cast iron and are painted.

Price \$5 and \$6.

SLEIGH BELLS
The Ideal Gift for any Man
The Sleigh set at \$2.00
The Sleigh set at \$2.00
The Sleigh set at \$2.00
The Sleigh set at \$2.00
The Sleigh set at \$2.00

ATTRACTIONAL GIFTS FOR CHRISTMAS
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The Reliance set at \$2.00

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The Ideal Gift for any Man
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The Union set at \$2.00
The Union set at \$2.00

OUR CUTLERY DEPARTMENT
The Ideal Gift for any Man
The Cutlery set at \$2.00
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The Cutlery set at \$2.00
The Cutlery set at \$2.00
The Cutlery set at \$2.00

POCKET CUTLERY
The Ideal Gift for any Man
The Pocket set at \$2.00
The Pocket set at \$2.00
The Pocket set at \$2.00
The Pocket set at \$2.00
The Pocket set at \$2.00

SLEIGH BELLS
The Ideal Gift for any Man
The Sleigh set at \$2.00
The Sleigh set at \$2.00
The Sleigh set at \$2.00
The Sleigh set at \$2.00
The Sleigh set at \$2.00

Sanders' Hardware
BUY YOUR HARDWARE FROM SANDERS AND SAVE MONEY

6

ATTRACTIONAL GIFTS FOR CHRISTMAS

Every item in this list is of great importance to you. Every article should be studied closely for these splendid goods have been carefully selected for you, they are winners and at right prices.

OUR CUTLERY DEPARTMENT
In all the best brands of Cutlery brought in this store we ensure the regular line for the quality and at a very low price in every respect.

POCKET CUTLERY
These goods are made of the finest steel and are guaranteed to last for ever. They are made of the finest steel and are guaranteed to last for ever. They are made of the finest steel and are guaranteed to last for ever.

SLEIGH BELLS
The Ideal Gift for any Man
The Sleigh set at \$2.00
The Sleigh set at \$2.00
The Sleigh set at \$2.00
The Sleigh set at \$2.00
The Sleigh set at \$2.00

ATTRACTIONAL GIFTS FOR CHRISTMAS
The Ideal Gift for any Man
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Sanders' Hardware
BUY YOUR HARDWARE FROM SANDERS AND SAVE MONEY

Government Interviewed Re Mutual Fire Insurance

Deputation Waits Upon Attorney-General Foy and Presents Strong Arguments in Favor of Amending Ontario Insurance Act—Attorney-General Promises to Bring Matter to Attention of Cabinet Ministers But Hardly Likely That Legislation Will be Introduced This Session—Lessons Learned at Ohio Convention.

DEPUTATION SEES ATTORNEY-GENERAL.

After trying for about six weeks to secure an appointment with Attorney-General Foy to discuss the amendments desired to the Ontario Insurance Act in order to make it possible to organize a Specialized Mutual Fire Insurance Company, an interview was at last arranged for Monday, Feb. 28. Chairman Peart, of the Mutual Insurance Committee of the Ontario Retail Hardware Association, was accompanied by John Caslor, Toronto, W. J. Bell, Beeton, and Secretary Wrigley, who introduced the deputation and read the following letter:

Feb. 28, 1910.

Hon. J. J. Foy, Attorney-General:

Dear Sir,—You have before you copies of our letter of Dec. 15th to Mr. J. Howard Hunter, setting forth our reasons why we believe the laws of this province should be amended, so as to permit of our organizing a Specialized Mercantile Insurance Co.

It will not be necessary for us to go further into details, at the present time, except, to refer to the reply, which we received from Mr. Hunter, and which we do not consider as being at all satisfactory or reasonable. You will notice that he makes only two statements. The first that the Premium Note Plan is not adapted to Mercantile or Manufacturing Risks. The second that the American Companies, to which we refer and particularly the Minnesota Co., have not within instant reach a large amount of ready money. With regard to the first statement, we have only to say that our letter to Mr. Hunter proves conclusively that the eight Mutual Hardware Companies in the United States have all been operated successfully, and that while Mr. Hunter's argument would probably hold good in the case of a Mercantile Company, which is not specialized, and whose risks are not isolated, it does not in any manner apply to the case of a Specialized Hardware Risks with limited policies and isolated risks, as outlined in our letter to him.

The second argument would seem to indicate that Mr. Hunter has not fairly examined the statement issued by the Minnesota Co., which, while showing a cash balance of \$154,480.77, lists in the same statement the itemized investments, making up this amount, viz., Minnesota bonds, \$132,500; demand town orders, \$7,280.80; time certificates, \$13,000; cash in bank and office, \$1,699.97, making up the total above mentioned.

We are attaching to our present petition to you a copy of the last statement of this same Minnesota Co., showing an increase during the year in Surplus Account of \$53,782.68, in addition to refund to policyholders of 50 p.c. of the premiums. It will be noticed from this statement that they carried down

a cash balance of \$216,283.77, and while this balance is not in actual cash, it is certainly in securities, which, in the event of extraordinary losses, would furnish immediately funds for payment of these losses, and furthermore, it will be noticed from the list of itemized investments that these securities are bearing for the greater part 5, 5½ and 6 p.c. interest.

The Ontario Insurance Act in Section 41, sub-section 1, in providing the nature of government deposits, includes terminable debentures of any corporation, and surely securities, which are acceptable to the province of Ontario, should be equally acceptable to the policy holders in any company as securities for the payment of their losses.

It would appear then that not a single argument has been advanced by Mr. Hunter in reply to our petition. We have refrained from bringing this matter directly to your attention until the proposition could be thoroughly discussed by the association in convention. This was done at our meeting held in London from February 8 to 11, and the proposition outlined in our letter to Mr. Hunter was unanimously approved of. A petition signed by a considerable number of the members of the association reads as follows and is herewith presented to you.

London, Ont., Feb. 10.

To the Honorable J. J. Foy, Attorney General, Toronto, Ont.:

We the undersigned Hardware Dealers in convention assembled are unanimously of the opinion that privilege to organize a Specialized Hardware Mutual Fire Insurance Company along lines set forth in our letter to Mr. J. Howard Hunter, (a copy of which is herewith presented) should be granted and ask that special legislation be introduced at the present session to amend the Insurance Act to permit of our obtaining a charter along the lines and with the restrictions enumerated in said letter.

(List of Signatures).

In view of all this we can only reiterate the stand taken by our committee before the Inspector of Insurance and ask for the amendment necessary to permit us to organize a Specialized Mercantile Co. for the handling of Hardware Risks only, upon the basis as outlined. Yours truly,

J. W. PEART, Chairman.
WESTON WRIGLEY, Sec.

Insurance Inspector Hunter was present and he could hardly hold himself during the reading of the letter, immediately beginning a warm defense of the existing Act and pointing out many supposed dangers which would follow the amendment of the law to make it possible to organize such a company as the hardwaremen proposed. He pointed

out that the whole tendency was to strengthen the act and make it harder to organize mutual companies. His arguments did not, however, apply to any pany with limited risks which it is proposed to organize, Mr. Hunter's chief point against this being that the same object could be obtained by forming a joint stock company. He also objected to the request that the government deposit be omitted but the deputation said they were agreeable to making a deposit.

Mr. Hunter was decidedly hostile to any change whatever, saying the hardwaremen's request was an "innovation" which was "contrary to all past experience," a decidedly "Irish" objection. The success of the hardware mutuals in the United States, where not a failure had occurred, had no lessons for Mr. Hunter, who could see nothing but disaster if hardwaremen attempted to do for themselves what the insurance companies are now doing for them. Farmers might make a success of conducting mutual insurance companies, but hardwaremen—why if they did so, grocers and other merchants might also want to organize similar companies.

Hon. Mr. Foy showed himself to be too sensible, a man to be influenced by Mr. Hunter's over-enthusiasm in support of the existing act, which is favorable to the old line companies and not drafted to admit of the organization of mutual companies, whether on the "cash" mutual or "specialized" mutual plan. Mr. Foy, on the contrary, carefully studied the matter placed in his hands by the deputation and appeared to be favorably impressed with the arguments presented.

In closing the interview the Attorney-General stated that the fact that the Legislature was nearing the close of the present session did not warrant much hope being held out of having any changes made this year. It was a matter that would require serious consideration, but he would bring it before the cabinet that afternoon, and request them to keep it before them and deal with it at their first opportunity.

Mr. Peart, for the deputation, replied that while they had hoped to secure the desired amendments at this session of the Legislature, and still hoped that the government would see fit to deal with the matter at this session, they did not expect that hasty action would be taken. The hardwaremen had been discussing and studying the question for nearly four years and, having decided upon the amendments desired, had been waiting an opportunity to present their request to the government. He felt sure that the government would deal with the petition in a business-like manner.

LESSONS LEARNED FROM OHIO.

President Cinnamon and Treasurer Caslor, who attended the Ohio convention at Toledo last week report that the meetings were not as interesting and instructive to members as the meetings of the Ontario Association, and interest was not maintained as long at Toledo as at either the Hamilton or London conventions. The officers reports were good and the committees probably did more effective work (the resolutions committee was appointed a week before the convention), but the "Question Box" and business discussions were not as interesting as at our

Business Methods of Canadian Hardwaremen

Medicine Hat Clerk Shows a St. Patrick's Day Window—Newmarket Hardwareman Puts Live Dog in Window to Help Sell Muzzles—

ST. PATRICK'S DAY DISPLAY.

Medicine Hat, February, 26.—To commemorate last St. Patrick's Day the Marshall Hardware Company put in their show window the display shown herewith, which was designed by Herbert S. Doan. Green cloths formed the shamrocks, they being trimmed with plush plates, sash lifts, face plates and fancy hinges, and bordered with brass chain. The border of butts was also of brass chain. The top border was door stoops and door pulls. General builders' hardware trimmed the body of the window. White was used as main background.

A DOG MUZZLE WINDOW.

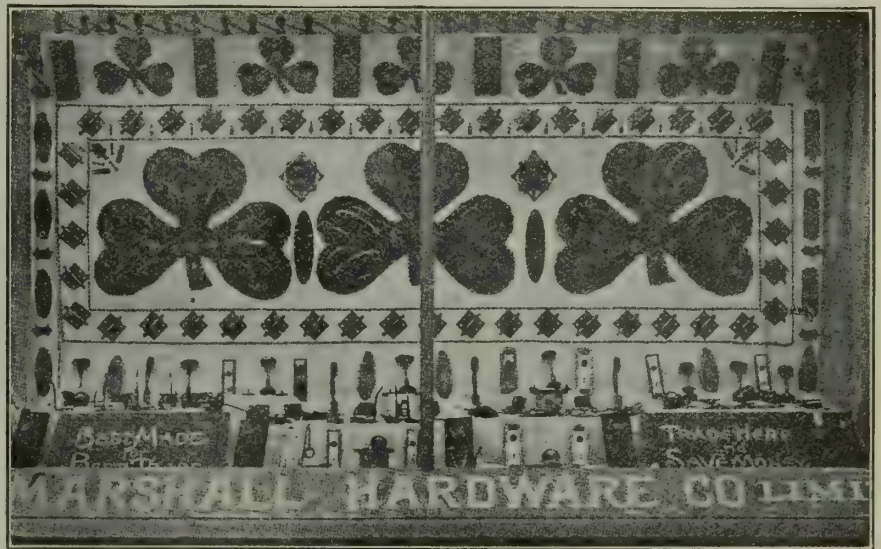
Newmarket, March 1.—G. A. Binns has been pushing the sale of dog muzzles in a practical manner. He secured a

"Because he'll make a bolt for the door if you make a kick at him," laughed Mr. Binns, and the farmer admitted that it was his turn to buy the cigars.
W. W.

LOSS ON CEMENT BAGS.

Lindsay, March 1.—D. Cinnamon, finding that he has lost many cans by loaning to persons to whom gasoline has been sold, has decided to paint a number of cans this year and label each one with his name. In this way he hopes to ensure the return of each can.

Mr. Cinnamon handled about 9,000 bags of cement last year and estimates his loss on bags as about 120 which at 10 cents each would make a total of \$12 to be deducted from his profits on this line of trade. It has been said that



St. Patrick's Day Display Arranged by H. S. Doan, of Medicine Hat.

good supply of muzzles from the United States and after equipping his dog with a muzzle he attached a chain and fastened the animal inside his plate glass window. The novel display attracted a lot of attention, of course, and was the means of running down the stock of muzzles considerably.

A good story is told in connection with the incident. One old farmer came in for a muzzle and, being rather taken with the appearance of Mr. Binns' pointer dog, he inquired as to what kind of a dog it was.

"That's a hardware dog," replied Mr. Binns.

"A hardware dog, never heard of that breed before. What do you call him a hardware dog for?" continued the farmer.

the hardware trade about keeps the cement companies in new bags and Mr. Cinnamon thinks that he has done his share.
M. F.

HAND MADE MUZZLES.

Toronto, March 1.—S. M. Burt, 842 Yonge, street, finding it difficult to secure an adequate supply of dog muzzles last week put one of his workmen at work making them by hand, the man (whose wages are 35c. per hour) making about two dozen in ten hours, and a stronger wire being used than in the regular stock. By advertising these as handmade, Mr. Burt was able to secure from 50 cents to \$1 according to the size of the dog and, in the case of one large mastiff, \$1.25 was willingly paid.
G. W.

own conventions. A theatre party was given instead of a banquet and admittance to all meetings, exhibition, etc., was only by ticket or badge.

The most interesting sight on the opening day was a line of members, varying from 50 to 100, waiting their turn to pay their membership fees. A "paid in advance" desk was provided at which members who had forwarded their fees beforehand could, on presenting their receipt, receive an envelope containing a badge, theatre ticket, and other convention matter. Those who had not paid their fees, however, stood in line and (1) had a stenographer typewriter their name and address on a card, (2) pay their fee to a man at a cash register receiving a check in return, (3) hand cash register and name card to a clerk and in return receive a membership receipt, (4) show receipt and receive envelope containing badge, tickets, etc., and (5) if he is accompanied by his wife, partner, or clerk application at a fifth desk secured extra badges etc. Secretary Bare, of the Ohio association, had his system working in splendid shape and no one could complain but those who had to stand in line for a long time, and even they could only blame themselves as they had failed to remit their dues by mail.

The Ohio exhibition was attended by over 100 exhibitors, the booths being 6½x7 feet in size (smaller than the booths at the London exhibition where the smallest were 8x8½ feet). The exhibits occupied two floors, a theatre stage and a gallery, the building not being well adapted for such an exhibition. Every booth was uniformly decorated in white with yellow trimming, carpentry and bunting being included in the prices of \$30 to \$45 charged for the different spaces. Some firms had as many as five spaces while, in other cases, composite exhibits were held, such as the "Philadelphia hardware display," in which Disston saws and files, Enterprise food choppers, Miller locks, North Bros. ice cream freezers, and Plumb's edge tools." A mechanical display of "Keen Kutter" geodials was the most attractive feature of the exhibition, revolving auger bits representing a waterfall and endless chain of a small size the running water of a river.

The exhibition hall was open from 8.30 a.m. till noon and then closed until 4 p. m., special policemen engaged by the association clearing the hall and allowing only badge wearers and ticket holders in the hall during the open hours.

Some valuable lessons were learned at the Toledo convention but, on the whole, the Ontario hardwaremen returned home more than satisfied with the progress made in Ontario in four years of organization in comparison with the sixteen years of work of the Ohio Association. True the Ohio Association has a mutual insurance company, but they were organized nearly ten years before they secured it and indications are that the Ontario Association will have one when it is but five, or at most, six years old.

HARDWARE^A & METAL

Established

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EDUCATE THE FARMER.

One of the speakers at the recent banquet to the Retail Hardwaremen in London, referring to the address of C. C. James, deputy minister of agriculture, questioned whether the policy adopted by the agricultural department was really a benefit to hardwaremen.

Fifty and one hundred acre farms, he explained, had been replaced by three hundred acre farms. This meant fewer families and therefore fewer customers for the hardware merchant.

This may be quite true and yet the number of customers a hardwareman has is not of half as much importance as the tastes of these customers and their ability to gratify these tastes. Every merchant has hundreds of illustrations of this fact in his own district. To whom do you sell the most goods in your district and at the highest profit? —to the poor and ignorant, or to the educated and prosperous? To the farmers and townsmen who live from hand-to-mouth and are able to buy only the necessities of life or to the man who buys not merely to satisfy physical wants but also for the satisfaction of sentiment and taste?

Very few of the articles you sell are absolute necessities? Of course what would be considered necessities to the educated and prosperous would be luxuries to the poor and shiftless. Any movement then which tends to reduce the number of poor and ignorant and increase the number of well-to-do citizens should receive the enthusiastic support of every merchant.

Mr. James gave a few instances of where farmers had been able to increase their profits (three and four fold) on a few small orchards, by merely following the instruction of the agricultural department with regard to spraying, pruning, and a few other elementary

matters. This means that each man the department has been able to interest in this way becomes a customer for spraying machines, pruning shears, extension ladders, spraying mixtures, and a dozen other smaller articles which become necessary as soon as the farmer begins to realize that the outlay for these goods is merely an investment which will yield him from one hundred to five hundred per cent.

It is true there has been a movement of the younger generation away from the farm to the big cities, but the one thing that will remedy this is to make the conditions on the farm more attractive and in this again the hardware dealer is vitally interested.

How much more attractive and inviting the farm would be if the surroundings resembled in even a slight degree the Agricultural College at Guelph; and there are an increasing number of farmers each year adopting some of the ideas and methods of the model farm.

This means to the hardware dealer an increased sale of such goods as stable brooms, curry combs, harness dressing, and a score of other articles which will occur to you as essential if the stable, horses, harness, etc., are to be kept neat and in good condition. It will also mean a larger demand for cream separators, milk cans, and other dairy utensils, for farmers are beginning to realize that this branch of their business can be made to pay a good profit, if all the bye-products are made use of.

It would seem therefore as if the big problem was not to get more people to the farms, but first to educate the farmer, enable him to buy in greater quantity and of better quality, and the farm will then become more attractive, and the problem of the depopulation of the rural districts will be solved.

UP TO THE MANUFACTURERS.

The duty of the manufacturer who aims to sell to the retailer is clear on the question of protecting the retail trade. He must protect them by refusing to sell to concerns which adopt methods of retailing which are detrimental to the legitimate retailer or who quote prices which do not allow local dealers a reasonable margin of profit.

A catalogue house in a large city may be able to buy in large quantities and by their large buying power secure a price which enables them to use the line as a leader and quote a retail price as low or lower than the ordinary dealer can buy at. A manufacturer who values his retail connection, however, would decline to allow his product to be used as a leader at a cut price, thus compelling the catalogue house to obtain ownership of a factory or foundry if it desires to sacrifice one line of goods as an advertisement.

With binder twine at exceedingly low prices this year it is interesting to know that it is likely to be a catalogue house leader, the same concern which featured the low grade twine as a leader in western Canada last season having contracted with an Ontario twine manufacturer for sixty cars for delivery this season. It is not known whether or not the manufacturer has sold the twine under conditions which will give protection to the retailer but if not the matter should be a subject for trade inquiry and retailers who handle the cut-price twine in Ontario might use their influence to see that the retail trade in the west is given fair treatment.

Retailers have a right to expect fair treatment and if a manufacturer professing to protect the retail trade establishes a dummy company to sell to consumers or makes an arrangement with other concerns to dispose of their products outside regular trade channels or through unfair methods, it is only to be expected that the retailers whose trade is injured will endeavor to show the manufacturer the folly of such business methods. As already stated, the best policy for hardwaremen to adopt in making sales this year is to push the sale of the higher grade 600 and 650 foot twines. By doing this they will be giving customers the best value for their money as well as selling the lines which will be subject to the least competition by the price cutters who push the lower grade twine.

IRON BOUNTIES TO CEASE.

The Dominion Government on Monday last announced its intention that it would not renew the iron and steel bounties at the end of the coming fiscal year. The bounties have been in force fourteen years and the Government believes the industries are now established on a sufficiently firm basis to stand alone. These bounties were fixed on a sliding scale for different iron and steel manufacturers, decreasing year by year, and varying from \$2.10 per ton for pig iron produced from Canadian ores in the calendar year 1907 to 40 cents per ton for pig iron from foreign ore produced this year. The extent to which these industries have grown is shown by the following schedule of bounties paid during the year ending March 31 last.

Pig iron	\$693,423
Steel	838,100
Mfrs. of steel	383,091

Total \$1,914,614

Since 1896 a total of over \$14,000,000 has been paid in iron and steel bounties, the abolition of which will not affect the protection of \$1.50 per ton upwards imposed on imports of iron and steel.

LINSEED OIL OPEN MARKET.

After being in force for over a year the association formed by the linseed oil crushers of Canada, has collapsed, owing to the resignation of the Sherwin-Williams Co., and the market is now open. This company was largely responsible for the formation of the association, and withdrew, because it was not satisfied with the way the association was working, and its effect upon the linseed oil industry generally.

All last year there was a shortage in the world's supply of flaxseed. Argentine, India, Russia, and the U.S. reported shortages, and in some of the best growing territories absolute failure of the flaxseed crops. The one single exception was the Canadian west.

What little seed that was available was competed for by the British and U.S. crushers, and the makers of linseed oil in the U.S. quickly (and for the first time in history) gobbled up great quantities of Canadian seed, even though they had to pay a 25c import duty.

This world's shortage was the real cause of the high prices of linseed oil during the year. The Canadian market has been following the London market for months, and quotations in this country have been about two cents lower than English oil could be laid down here for. The very high prices of late have curtailed sales, many buyers having lost confidence owing to the manipulation of the market about a month ago when prices were lowered 2 cents for a day.

Buyers who may be looking for a reduction in price are not likely to have their expectations realized as with seed in demand all over the world, a marked change in price cannot be looked for until relief comes from the harvesting of another crop next fall.

FURNACE CONSTRUCTION.

While the construction of furnaces is probably on quite as scientific a basis as is the construction of boilers designed for heating houses, there is undoubtedly great room for improvement. The furnace manufacturer should determine definitely the proper scientific relation that should exist in his furnace between grate surface, heating surface and free air space, in order to attain the best results in actual practice.

With properly-arranged heating surfaces and draft travel there must be a definite relation between the three construction elements named, which is scientifically correct, and this relation is certainly ascertainable, and it must be embodied in the actual apparatus before any manufacturer can justly claim to have a warm air furnace constructed on principles which are strictly correct and logical. There are many good and comparatively efficient warm air furnaces on the market to-day, but furnace manufacturers should realize that improvement is possible and practicable,

To Re-enact Extra Provincial Corporations Law

Winnipeg, March 2.—The last word has been said between the deputation from the board of trade in Winnipeg, and the provincial cabinet of Manitoba, over the extra Provincial Corporations Act, which went into effect on March 10, 1909.

It may seem that the inquiry into the matter of restriction has not been a success on the part of those more vitally interested in the Act, since the Act has been taken up again by the Legislature and will be put through the house in practically the same form as it was passed one year ago.

One change has been made in the Act namely, the words "and a copy of the last auditor's report" has been struck out of clause eight (8). That this alteration, though apparently slight, has a far-reaching effect will be seen later, but those points which at one time loomed up most grievously have either been ignored or dissolved.

The Government's Attitude.

The cabinet were extremely courteous to the deputation and listened duly to all the objectionable features brought to their attention. The premier at the outset explained the situation from his standpoint and this did much to clear the atmosphere. It became evident that the whole Act was compiled as a retaliation to other provinces which had instituted similar legislation. He said that in no wise would the cabinet consider the abolition of the Act, since the reputation of the province was at stake. Manufacturers and corporations in Manitoba were not allowed such privileges in other provinces as companies in other provinces have been allowed heretofore in Manitoba. The government, therefore, must retaliate to equalize the justice of the Dominion as represented by action of the other provinces. Every loyal citizen of this province could be appealed to on these grounds, and may be some citizen who might suffer by the operation of the Act would be willing to sacrifice to maintain the integrity of the province in which he lives.

The premier stated further that although the Act could not be nullified, yet such grievances as the deputation could point out would be fairly dealt with, point by point, in the hope that in some degree certain discriminations might be eliminated. This was done with the result that a clause was struck out of the formalities as stated above.

Effect of Change Proposed.

The dismissal of the obligation of the extra-provincial corporations to submit the last auditor's report has the effect of leaving room for the company to place its capitalization at any figure it chooses with the option on the part of the government of inquiring into the accuracy of the statement. It is obvious that this clears the situation somewhat since the rigorous basis upon which the fees were levied was perhaps the most outstanding grievance against the Act.

Already it has been known that an Eastern Canada corporation has paid the tax on a capitalization much less than it is reputed to possess. Should the company be assured that it is proof against all approaches of the govern-

ment in connection with the production of a fraudulent capitalization figure, then the company has no cause to murmur against the Act on this point. If, however, another point of law could allow the government to inquire into the exact capitalized standing of the company and fraud could be deduced, then the company is not any more exempt than before the clause was erased. Nevertheless under the present circumstances they feel more secure.

Upon examination of the Act it was pointed out that the Act distinctly reads: "The Lieutenant-Governor-in-Council may reduce the fee payable for its license to such sum as he may think just, having regard to the nature and importance of its business in Manitoba." (Sec. 21). This simply means that there is no rigidity in the levy to be imposed, but at the same time such understanding may not be entirely satisfactory to the corporation against which the Act operates, since the matter is one over which the corporation has no control other than drawing the attention of the Lieutenant-Governor to the matter.

It must be admitted that the crude understanding of the Act gave rise to some unwarranted agitation. For instance many were under the impression that the fee was annual, and even the solicitor did not make it clear that the tax was only an introductory fee of corporation within the province.

No Tax on Travelers.

The brokers and extra-provincial corporation representatives resident within the province still maintain, and justly so, that they are unfairly discriminated against in favor of travelers. Their principals have the same cause of complaint. This is an outstanding weakness of the Act and apparently without remedy. An Act respecting the licensing of travelers in the various provinces was introduced in the Dominion House some years ago, but it was dismissed on the advice of Sir Wilfrid Laurier, who thought it wiser for the Dominion Government to grant the provinces sums of money rather than have the individual provinces tax the travelers or the firms they represent. It would seem that the brokers have the same cause for elimination as the travelers, and an appeal to the Dominion Government might have the tendency to make some radical changes in the extra-provincial corporations act.

During the time between the verbal agreement that the government would not penalize any agent or company, and the meeting of the cabinet and deputation for the last time, many companies have paid the required license fee according to their interpretation of the Act, and no penalties have been meted out.

It must be said in conclusion that the inquiry has been justified in that it has greatly cleared the situation, and that one change more or less radical was made, and although all grievances have not been swept away the whole question resolves itself into whether the province as a whole should maintain its integrity among the other provinces in the dominion, to the sacrifice of localized individual rights.

L. C. H.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MONTREAL.

March 4.—The market situation is quiet this week. No price changes are reported, although the easiness in tin and copper in the primary markets affected the position of these metals locally, but not enough to influence prices. Unless London or New York, as the case may be, slumps very strongly the local market does not follow quickly, although it eventually does follow.

Trade is good, orders numerically increasing every week, which shows that buying is becoming more general. There is also an improvement in the individual bulk, although buying ahead is still quiet. Users, however, with plenty of work on hand are wanting more metal as time goes on. What is necessary now is a good shake up in the primary markets, with stable markets to encourage legitimate speculation.

No fresh development in the United States iron and steel situation is noticed. No immediate signs of a revival in the demand is apparent, although of course, steady business is being done. Steel is maintaining its old production rate, no back orders having as yet been cancelled. Very little change has taken place in the price situation, the recent weakness in steel not developing.

Pig Iron.—Preparations are being made for a very busy import season. Owing to the congestion of home furnaces there has been very heavy ordering of imported lines, and Montreal ports should show a record tonnage figures. Consumers who have not been in the habit of taking imported iron have been obliged to place contracts. No change in the domestic situation is reported, and furnaces have all the orders they want on hand. We quote: Summerlee No. 2, \$21.50; Clarence, \$19 ex-store. It is reported in the States that several of the large steel interests are contemplating buying iron, but nothing definite has yet transpired. The demand still continues disappointing, and prices are on the soft side. Users are apparently holding off in the hope of getting better prices. Steel production still continues at the old rate, back contracts remaining good, and delivery being taken as specified. Prices are without movement.

Tin.—No change is reported in tin prices locally, although the lack of character to the London market is having a slight weakening effect. The scarcity of lamb and flag, however, is keeping things up. The demand is good, and shows steady improvement day by day. Heavy deliveries of tin have been made to New York, but they are mostly on old contracts to the U. S. Steel and other large independent interests. Jobbing consumption is quiet. Considering the recent unfavorable financial and political situation tin has held well.

Copper.—Jobbing prices locally in copper are unchanged, although any sagging in New York would quickly bring down prices. Steady buying is noticed, orders being numerically heavier. The New York market fluctuated during the week, and the metal is not in the best of shape. Prices from the

first of the year have slowly sagged, although in an irregular manner, and are now around 1¢ lower. A greater difference is noted in London, but this market is of course more speculative. Considering the comparative dullness of consumption and the continuance of production, however, the strength to the New York market is marvellous.

Spelter.—Spelter is unchanged this week, under a good steady demand. Heavy consignments will mark the opening of navigation. The St. Louis market has developed strength again after sagging since the first of the year, and looks to be working for stronger figures. More buying is reported, and with the curtailment in output that has been going on the market is in better strength. London, now, has developed weakness, but only slightly as yet.

Lead.—The local market is unchanged. Trade has improved. On the whole the English market is weaker, and with consumption on the dull side any immediate improvement is not anticipated.

TORONTO.

March 4.—Continued improvement is noted in metals, and the tone of the market is decidedly the best since the new year came in. The present feeling is that if anticipations are realized this year will see the biggest season's business in the history of the country.

There are no price changes, but the prospect is for higher quotations when any change occurs. This applies to all metals, with the possible exception of lead and copper, and both these metals are steady, and are not expected to decline.

Pig iron and steel products are the particularly brisk lines, but the other metals are moving in sufficient volume to make trading very satisfactory.

Pig Iron.—Prices are advancing on the outside, and local business has been excellent this week. If there is any change in price it will almost certainly

be in the nature of an advance. Last week's quotations hold firm on a strong market. Demand is very good. Summerlee ranges from \$23 to \$24; Middleboro No. 3 and Cleveland, \$22; Glengarnock, \$23.50; Jarrow and No. 1 Clarence, \$21.75; and Canadian foundry iron, \$22. The increased buying of pig iron has been most marked this week as compared with the first week in February, and a much better feeling is manifest throughout the trade.

Copper.—This metal is firmer than last week, though quotations remain at unchanged figures. Casting is at 14c, and lake at 14½c. Trading continues very active. No price changes are anticipated because of the huge output of copper, the supply being more than sufficient for all demands.

Tin.—The fluctuations in price which had been a feature of the tin situation in the large outside centres seem to have ended, and a better feeling is abroad. Locally tin is steady and active, and the market is stationary at \$35 for ordinary lots. Authorities anticipate a smaller supply of tin this year.

Lead.—The market for lead is steady, but trading is quiet. Lead has not shown improvement over a week ago, but is in a somewhat better position than at this time in February. Quotations are yet at \$3.75 for domestic lead, and 10c higher for imported.

Spelter.—There is a better tone to spelter since the turn of the month, and business is increasing. The quotation remains at \$6, with no prospect of an immediate change. Prices during 1909 increased nearly \$10 a ton over the preceding year and this year a repetition of this is expected.

Old Materials.—As with the new metals all old metal scrap has taken on a better tone. Inquiry has been good all week, and some fair purchases have been made. Stocks are about as high as last week. Dealers paying for heavy copper and wire, 11½; light copper bottoms, 10½c; heavy red brass, 10½c; heavy yellow brass, 8½c to 8¾c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 4c; No. 1 wrought iron, \$11; machinery cast scrap, No. 1, \$15.50; stove plate, \$12; malleable, \$8; miscellaneous steel, \$6; old rubbers, 9c.

HARDWARE MARKETS

MONTREAL.

March 4.—The spring movement is developing, and trade is assuming more than average March proportions. It is noticeable that orders are coming in with extreme steadiness, unlike other spring openings when orders have been very irregular. Every mail adds its quota to the total bulk showing that a general buying movement is in progress throughout the country.

A strong demand has developed in house cleaning lines, and washing machines, wringers, mops, pails, etc., are very prominent. With harvest tools, eggs crates are the latest articles to show the spring movement. Sap bits, spouts and pails are also in strong request. Hose shows signs of experiencing a very heavy call, in fact all lawn goods

seem to be billed for strong movement this spring. No important price change is announced, and with the market firm, yet undisturbed, everything is in good shape. Jobbers are very confident and there is a healthy tone all the way round.

Spring Lines.—Egg crates are now moving in good bulk. Harvest tools also show improvement in booking. Stocks it is reported, are generally light throughout the country. Seasonable lines such as refrigerators, freezers, lawn goods, gardeners' tools, screen doors, etc., are continuing to show satisfactory movement. It is also noticeable that general hardware is moving in very good shape. As a rule at this time spring goods predominate but all shelf lines are now forming a very prominent

part of the total bulk moving. Dealers' stocks must have been allowed to get very low. Wringers, washing machines, sweepers, scrubbing brushes and other cleaning lines are prominent, while there is a strong demand for enamelware and tinware.

Builders' Hardware.—The movement in builders' hardware continues to be prominent, and jobbers are regarding these lines as one of their best departments. With building prospects so promising all the way round builders' hardware seems to be billed for a record year. There is no change in prices, and we quote: Lock sets (inside), \$4 per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32½ to 33c.

Bolts and Nuts.—Orders come in well for assorted lots of bolts and nuts. Dealers report a good consumptive demand already. No price changes are announced and we quote: Discounts on carriage bolts ⅜ and smaller, 66 2-3; machine bolts, ⅜ and less, 6, 10 and 5; coach screws, 72½; stove bolts 80 and 7½.

Miners' Supplies.—The buying movement shows good strength, and travelers report fine prospects. All lines are in request, and the market is firm and unchanged. We quote: Miners' picks, 16½c a pound; prospectors' hammers, 16¼c; pick handles, \$1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3¼c; drill steel, 8c.

Lumbermen's Supplies.—Sorting up orders for camp supplies are still coming in. Peaveys and pike poles are now in strongest evidence, although general tools are yet being wanted here and there. No change in price is reported, and we quote: Cant hooks, \$12 a dozen and up; axes, \$6.50 a dozen and up; axe handles, \$1.15 and up; cross-cut saws (inferior) 25c a foot and up; better grades, 43c per foot and up; axe wedges, 25c a dozen and up; ball calks, \$4; heel calks, \$4.25; peaveys, \$12 a dozen; pike poles, \$12 a dozen.

Sporting Goods.—Fishing tackle is moving out well, there being a strong demand for rods and reels. Prospects look very healthy. Baseball outfits are in much stronger evidence, while lacrosse sticks are now moving. A better call for football requisites is anticipated this year owing to the development of the game.

Wire.—Orders are coming in for good round lots of wire, and fair trade is opening up. No changes are announced and we quote: Barb wire, car lots, mixed, \$2.45; small lots, \$2.50; plain twist, car lots, \$2.75; small, \$2.80. Galvanized wire No. 1, \$2.25 in straight and mixed car lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30; straight and mixed car lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO.

March 4.—The month of March usually associated with the opening of spring, is this year fully keeping up to its reputation, at least so far as the hardware trade is concerned. Shipments going out this week have been up to the record set last year, and if the fair wea-

ther continues March should surpass the great business done the same month last year.

While February did not come up to the general expectations held out for it, a comparison with the same month a year ago shows that the February just closed was the better one for returns.

Dog muzzles continue to be sold, but, generally speaking, the rush is over now that all the orders have been filled. There will be more sales, of course, but the repeat orders will not call for more than 25 per cent. of the number demanded on the initial order.

Spring Goods.—The shipments that began to go forward this week gave a briskness to all jobbing houses. The variety of goods moving is great. Wire and agricultural tools, shelf hardware and general housecleaning and household articles, dairy goods, stable goods, and forks, shovels, rakes in great profusion. Demand is excellent, and prices firm.

Builders' Hardware.—This line is beginning to show advance sales. Roofing, siding and ceiling materials, with locks and hinges in sets and individually are quite active. Tools in nests and singly are fairly active. Inquiry is great.

Household Goods.—Housecleaning goods—tubs, pails, mops, wringers, washing machines, boilers, etc.—are going forward in a majority of the orders being filled. Carpet sweepers and vacuum cleaners, too, are in fair demand. Household goods generally are wanted, particularly tin and enamelware for kitchen use.

Sporting Goods.—Baseball and lacrosse outfits are coming to the front. The past few days have induced good booking for early season's demands. The near approach of the Easter season will see an earlier opening of outdoor sporting games than usual. Fishing outfits, too, are beginning to be seen.

Heavy Goods.—This department is showing a seasonable call for many lines. Wire nails are a foremost article, and increasing in demand almost daily. Bars, rods and pipe are beginning to figure more prominently in demand, and structural steel, too, is becoming steady. Lumbering and mining tools are fairly active.

U. S. METAL MARKET.

New York, March 2.—The Iron Age says: "The improvement in the iron trade, of which more has been heard in the past week, is still largely a sentimental one. Some of it is due no doubt to the coming on of the active outdoor season; but there is also the wearing off of the scare that has been so largely in control since the opening of the year. It cannot be said that the large steel interests are now booking more new business than was being taken a fortnight ago, but they see more in prospect. There has been some buying of pig iron, for the most part by large consumers, and the business has been of the sort that brings prices to new low levels.

"In foundry iron one important buyer has taken about 9,000 tons for eastern plants, and is still in the market for 6,000 tons. Radiator concerns have been in the market for about 15,000 tons, of which a small part was closed. A cast iron pipe company has bought about 20,000 tons of southern iron, but this is really the renewal of a sliding scale contract, the deliveries extending over six months. An electrical company in the middle west is inquiring for 15,000 tons for Cleveland and Pittsburg district delivery. Other enquiries are being made for foundry iron for the second quarter and the second half. However, the general run of buyers are not convinced by the argument of higher ore prices for 1910, and are disposed to wait for indications which they do not find yet, that the point of greatest weakness has been reached.

"The sales of the past week have brought down prices of northern foundry iron about 50 cents a ton, while Virginia No. 2 iron is now sold at \$15 at furnace, and Alabama warrant iron at \$13 for early delivery."

U. S. IRON TRADE.

Cleveland, O., March 3.—The Iron Trade Review says: Pronounced improvement in practically every branch of the iron and steel industry is noted this week. The February record in many respects shows a gain over the initial month, and indications point to a still greater increase in March. There is a decidedly optimistic feeling in all lines and greater activity is expected to follow a change in weather conditions. During the first week of February there was a slight falling-off in new business and specifications in some lines, but greater activity was shown the closing week than at any time since January 1.

Rail specifications during the month just closed were heavier than in January. The volume of new tonnage booked was also larger, lumber interests entering the market for fairly good tonnage. Makers of steel bars have been unable to make any improvement in promised deliveries, owing to the new business coming out and the heavy specifying against contracts. Demand for bar iron is not quite so heavy, although some large contracts are expected shortly.

Hardware dealers have returned from state conventions and are arranging to cover for the season's requirements. There is a large volume of new business in plates in sight, although new bookings at present are not particularly heavy.

There is a much better feeling as respects the pig iron market. Sales of Bessemer aggregating about 20,000 tons are noted, and a Westinghouse interest has entered the market for 15,000 tons of foundry pig iron. The coke market is also showing a firmer tone, and curtailment of production in the Connellsville region this week is not so great as in February.

Trade News from the Atlantic to the Pacific

Lewis Bros. Close Their Branch at Toronto—Varnish Factory Having Difficulty in Securing a Site for Factory—Prices of Pipe

TORONTO.

March 2.—Lewis Bros., Montreal, who have for several years maintained a sample room in Toronto at 87 York street, have closed the branch and, in future will carry no stock in this city. George C. Young, who for about fifteen months has represented the firm here, will continue to do so without change.

Ault & Wiborg, who have been endeavoring to secure a site for a varnish factory in Toronto, have again been refused a permit. Three sites have now been refused them and they may be forced to build outside the city. They already have a printing ink plant on Charlotte Street.

"If we had not already an ink works in Toronto we would be almost inclined to go elsewhere to establish a varnish works, as we are having so much trouble in getting a location," said W. G. Francis, manager of Ault & Wiborg's varnish department. The company wish to erect a solid brick building and first applied for the right to build on Edwin Avenue, alongside the G.T.R. tracks. They were turned down by the Board of Control, and next tried to get permission to use a site on Eastern Avenue. Although there are only a few houses in the vicinity, the application was again refused.

The Bank of Toronto will open a branch at West Toronto. They will occupy the corner of Dundas and Keele, where R. J. Bruce has conducted a hardware business for some years. Mr. Bruce will move to his new block at Dundas and Mavey Streets, on April 1.

The funeral of Ernest J. Dean, son of Geo. Dean, hardwareman, 816 Queen St. East, took place on Saturday afternoon last.

W. R.

BRANTFORD.

March 1.—A local plumber has a show-room devoted to lavatory displays, with electric and gas fixtures overhead. Along one side of the room is a row of wash stands with all facilities usually seen in a well-equipped lavatory. They start at the lower priced ones, until the highest priced is reached, and the prices are for the entire outfit, as it stands. This is with all piping above the floor, with soap rack, tumbler holder and towel rack. In this manner the purchaser can see the whole of his needs in a glance, and knows immediately what the outfit will cost him, not having to figure on extra parts to make it complete. The system, says the proprietor is an excellent one, and worked so well that it has been applied to baths, closets, and lighting fixtures, complete, excepting of course, the cost of piping and connections, and the cost of installing.

The Board of Police Commissioners have ordered that all dogs, besides being

muzzled, must also be held in leash, with a capable person in charge, and all dogs not so equipped will be shot. The call for muzzles last week was a very heavy one, as the dog population of Brantford is about 1,500. All surrounding township councils and the Indian reserve council have also passed similar by-laws, and as Brantford is the centre, the demand promises to be exceptionally heavy.

A local merchant on Colborne St. has tried the fan system for keeping the windows of his store free from frost, and states that it is a decided improvement upon the placing of gas pipes to melt the frost, which has been in vogue here for some time.

Echo Place and Cainsville residents have decided to erect a new union school.

A. T. W.

LONDON.

March 1.—Ex-Mayor Sam. Stevely, of Stevely & Son, has left, with Mrs. Stevely, for an extended trip to the south. He will spend several weeks on a large orange grove he owns in California.

Forty leading business men of London have pledged themselves to subscribe stock in the North Midland Railway, a radial line which its promoters expect to open up the district north of London.

Work on the new Anglican church to be built at Pottersburg, to cost \$1,400, will be commenced as soon as weather permits.

Thirty-two spaces have been allotted at the Princess rink for the cement exhibition of March 29, 30, 31 and April 1, ten of them being from firms showing now in the Coliseum at Chicago.

Building in London reached the high-water mark in January, permits showing a gain of 153 per cent., nearly twice the average gain of Canadian cities.

Employees of the Dennis Wire & Iron Works Co. held their first annual concert in the Auditorium on Thursday evening.

The new Travelers' Club will be formally opened on the first Friday in April.

W. E. E.

ST. THOMAS.

March 2.—The city council has closed a deal to loan C. Norworth & Company, foundrymen, \$10,000 for fifteen years, without interest, to enable the company to take over the manufacture of the Howard furnaces, now manufactured in Berlin. They agree to employ fifty hands at the outset.

OWEN SOUND.

February 28.—David Christie, of Christie Bros. & Co., is progressing favorably after an operation for appendicitis, and is on the road to recovery.

S. T. Thompson, Limited, advertised that they could make dog muzzles to order in 15 minutes—and they get a stream of customers, too.

Mr. Wright, turnkey at the county goal, has been devoting some of his spare time lately to perfecting an improvement in trolling spoons. The reward came on Monday when he received notice that he had been awarded a Canadian patent for his invention.

G. T. C.

Hardware Trade Gossip

Ontario.

Dunlop & Co., Pembroke, are now located in their new store.

The Tungstolier Co. of Canada have moved their head office at Toronto from 100 King Street West to 96 King Street West.

Devine & McGarry, Renfrew, are dissolving partnership, the former continuing the business. Mr. McGarry expects to remove to the west.

T. A. White, Almonte, has purchased the Tait Co. stock from J. S. Moir, Arnprior, and is opening a new store at Almonte. Mr. White was in the hardware business some years ago.

Wm. Jeffrey, Stratford, traveling representative of the McClary Mfg. Co., Toronto, has been laid up with an attack of pneumonia, but is now getting better and hopes to resume his work in about two weeks.

Quebec.

E. F. Walter, of E. F. Walter & Co., Montreal, is on a business trip to New York.

G. Parent, Pointe Claire, Que., has been calling on the Montreal hardware trade.

J. McCammon, Inverness, Que., paid a visit to Montreal this week, calling on hardware circles.

T. Fortye, representing the Peterboro Lock Company, Peterboro, has been visiting in Montreal.

A. St. Arnaud, of Ste. Genevieve de Batiscau, Que., and A. T. Hunter, Howick, Que., have been on a business trip to Montreal.

David Brewer of A. Macfarlane & Co., Montreal, has returned to headquarters from an eastern trip that took in Newfoundland.

E. K. Watson Co., Montreal, commission merchants, have changed the firm's name to the British Hardware & Importing Co.

George R. Nimmo, of the Canada Paint Company, Montreal, has returned from a trip to the Maritime Provinces, and has resumed his ground in Ontario.

Allan MacPherson, of Newmilns, Glasgow, Scotland, is in Montreal demonstrating a non-explosive and non-asphyxiating gas, an invention of his own.

H. Gaisman, president of the Auto Strop Safety Razor Co., New York, and the inventor of the razor, visited the Montreal headquarters of the company last week.

T. H. Hodgkinson, of W. R. Humphreys & Co., Sheffield, Eng., was a visitor at the Montreal office of Hardware and Metal this week. Mr. Hodgkinson speaks encouragingly as to his business prospects.

HOW TO KEEP YOUR STORE CLEAN
USE

Stephens

DUSTLESS FLOOR OIL

It is clean itself—Mud tramped in by your many customers is easily swept out again and without raising a dust. Dust which settles on everything in your store and necessitates much work in dusting. It's good for you. It's just as good for your customers. Buy it for your own use and then some for your customers' use.

G. F. Stephens & Co.

LIMITED

WINNIPEG

Branch at Calgary, Alberta.

Corrugated Iron

We make it—either painted or galvanized in 3, 4, 6, 8, 10 foot lengths. In 27½ inch or 33 inch widths.

Metal Siding and Shingles

Galvanized or painted, all weights.

SEND US YOUR ORDERS

Winnipeg Ceiling & Roofing Co.

SHEET METAL MANUFACTURERS

Fort Rouge

Winnipeg

Best TOOL GRINDERS Cheapest

We originated and designed the Enclosed Gear Type, hand and foot power, the machines that are revolutionizing the grinder market. Also chain and cog-gear grinders.

Milwaukee Grinder & Spec. Co.
Milwaukee, Wis., U.S.A.

The Condensed Ads. in Hardware and Metal bring results

In the Beginning

that's when

Pease Furnaces

Cost most. The best iron and steel used in proper quantities and assembled by only expert workmen backed by an experience of over thirty-five years is worth money—cost money.

In the End

that's when

Pease Furnaces

cost least, because the life of a Pease furnace is long—it gives satisfaction all the time, and means reduced repair and fuel bills.

You can add to your list of pleased customers with a Pease Agency.

Write for Catalogue

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, March 3.—There is usually quite a lull between the winter and spring seasons, when wholesale houses have an opportunity to get in such stock as will satisfy the immediate demands of the trade and be prepared for any emergency that may arise. This year, however, has been something of an exception in this regard. The briskness of demand for goods continued notwithstanding the complete change in the line of goods in demand. The demand for horseshoes, lumbering tools, ice picks, etc., practically discontinued without causing a ruffle in the trade, due to the immediate demand for spring lines and harvest goods.

The month of February has closed the busiest February in the history of the western hardware trade. Shipments are very heavy in builders' hardware, and it would seem that manufacturers will have difficulty in supplying the demand if the present rush is extended through the year. Cooking stoves and harvest tools have an exceptionally heavy run and the trade in lawn and sporting goods for summer promises to be excellent.

All lines are firm, particularly wire and corrugated roofing.

Winnipeg Quotations.

Wire—Barbed wire, 100 lbs., \$3.25; plain twist, \$3.40; staples, \$2.90; annealed wire, \$3 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Poultry Netting—57½ per cent.

Horseshoes—"M R M" and "Bell" iron. No. 0 to 1, \$4.50; No. 2 and larger, \$4.25; snowshoes, No. 0 to No. 1, \$4.75; No. 2 and larger, \$4.50; steel, No. 0 to 1, \$4.85; No. 2 and larger, \$4.60 feather-weight, \$6.

Horse Nails—"M R M" cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$2.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Wire Nails—\$2.80 Winnipeg and \$2.35 Fort William.

Cut Nails—\$3 per keg base; pressed spikes, \$3.50 base, usual extras.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Bolts—Carriage ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Rivets and Burrs—Iron rivets 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10,

43c; 12, 46c. Copper rivets and burrs; No. 8, 31c; 10, 34c per lb.

Harvest Tools—50 and 5 p.c.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Blocks—Steel, 45; wood, 60 per cent.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Stove Pipes—6-inch, \$8.69; 7-inch, \$9.31.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Logging Chains.—5-16, \$5.60, ¾, \$5.50; 7-16, \$4.80.

Enamelware.—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Grindstones.—Per 100 lbs., \$1.65.

Wringers.—Royal Canadian, \$35; new easy, \$39.

Crowbars.—4½c per lb.

Steel Square.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—21c per lb.

Lanterns.—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Rope.—Sisal, 9¼; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Bar Iron.—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Pig Lead.—\$5. Lead pipe, \$6.

Sheet Zinc.—Casks, \$7.75; broken lots, \$8.50.

Copper.—Planished copper, 33½c per lb.; tinned, 24c.

Iron Pipe—Black pipe, ¼ in., \$2.45; ¾ in., \$2.85; ½ in., \$3.50; ¾ in., \$4.25; 1 in., \$6.10; 1¼ in., \$8.30; 1½ in., \$10; 2 in., \$13.30; 2½ in., \$21.75; 3 in., \$28.60; 4 in., \$40.75; 5 in., \$50; 6 in., \$65. Gal-

vanized: ¼ in., \$3.50; ¾ in., \$3.85; ½ in., \$4.25; ¾ in., \$5.50; 1 in., \$7.90; 1¼ in., \$10; 1½ in., \$13.20; 2 in., \$17.60; 2½ in., \$29.

Fittings.—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Galvanized Iron—Appolo, 16 gauge, \$3.65; 18, \$3.70; 20, \$3.75; 22 and 24, \$3.85; 26, \$4.05; 28, \$4.45; 30-gauge or 10½-oz., \$4.65; Queen's Head, 20, \$3.85; 24, \$4.05; 26, \$4.45; 28, \$4.65.

Tin Plates—I.C. charcoal 20 x 28 full box, \$9; ½ box, \$4.75; IX. full box, \$11, ½ box, \$5.75; IXX. full box, \$13.50; ½ box, \$7.

Terne Plates—I.C. plates, \$8.50.

Canada Plates—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40, full polish 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline 24c; Sunlight, 20c; Family Safety, 24c; Seach Light, 22c; National Light, 25c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c; Acme Lamp, 30c; White Lily 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils—White lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3; 100 pound drums, \$2.75; turpentine, bbl. lots 90c per gal.; linseed oil, raw, 90c; boiled, 3c per gal. advance on this price.

Ammunition—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof do., \$8; honker in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins (50 lbs. bulk), per tin, \$26.50.

OPENINGS IN THE WEST.

A bulletin issued by the Industrial Department of the Grand Trunk Pacific Railway states that there are openings for the establishment of hardware stores at Fortier and Pope, Manitoba; Gerald, Yarbo, Atwater, Venn, and Taku, Saskatchewan; and at Chauvin, Alberta. Information can be secured by writing the secretary of the Board of Trade at any of the places named.

BUILDING BY POPULATION.

Taking the building returns for 1909 on a per capita basis, Vancouver stands highest of any of the large cities of the Dominion. At least this is how it is figured by Building Inspector Jarrett of that place, who summarizes the year as follows: Toronto with 300,000 population, records building permits to the amount of \$18,154,037. Winnipeg, standing second in building totals in the Dominion, reports an aggregate of \$9,226,325; but this business is to be reckoned on a population stated to be nearly 200,000. Montreal comes third on the list with \$7,783,531 as its total and a population of about 400,000. Vancouver, which is fourth with a total of \$7,258,565 has as yet but a population of 100,000, and has therefore made a greater advance per capita than any other Canadian city in the metropolitan class.

EVERY BOY DELIGHTS

in an Express Wagon, and it will be found very handy around every store, farm and home.

Buster Brown

Children's Express Wagons are not only very attractive in appearance, but are very strong and easy running. Made in 4 sizes, with runner attachments.

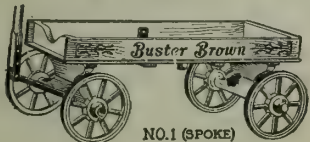
SEND FOR PRICES.

The Woodstock Wagon
& Mfg. Co., Limited
WOODSTOCK . ONT.

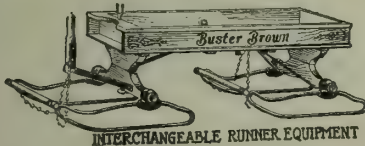
Here's the line of splendid sellers.



NO. 1 (SOLID)



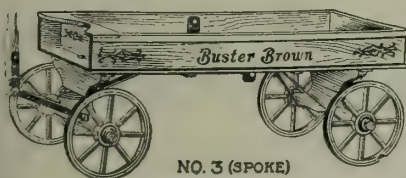
NO. 1 (SPOKE)



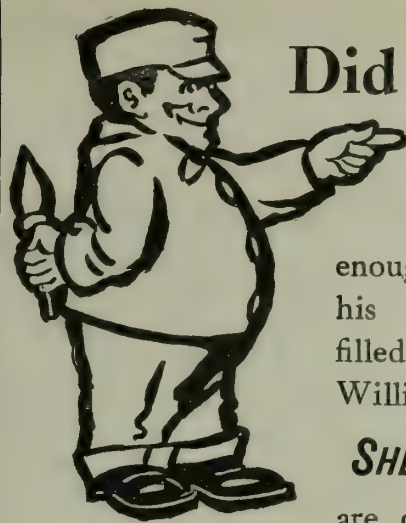
INTERCHANGEABLE RUNNER EQUIPMENT



NO. 2 (SPOKE)



NO. 3 (SPOKE)



Did You Ever See

a Sherwin-Williams Agent who was not making money—out of his paint business—enough money to make it worth his while to keep his shelves filled with a line of Sherwin-Williams goods?

SHERWIN-WILLIAMS PAINTS

are of the very highest quality. In durability, appearance and wearing qualities they are superior. They represent over forty years of untiring effort towards producing perfect paints.

Sherwin-Williams Agents are assisted by the strongest, most persistent and effective advertising given any retailer by the manufacturer. We provide our agents with seasonable window trims, outdoor displays, imprinted posters and newspaper electrotypes. We also influence the consumer in his vicinity by means of many unique and convincing mail features.

THE SHERWIN-WILLIAMS CO.

MAKERS OF PAINTS AND VARNISHES

CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B.C.



"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



Our Facilities for Making Show Cases, Store Fronts, Special Cases, Fixtures, etc.

enable us to turn out this class of work promptly at moderate prices. Attractive and durable designs to offer you—they will help sell your goods.

Write us your wants and we will be pleased to quote.

The Winnipeg Paint and Glass Co., Limited

EDMONTON

WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

A shoe factory will be established at Galt.

A smelter with a 250-ton capacity will be erected at Prince Rupert.

The C. T. Reineck Co., Portland, Ore., will build a plant at East Calgary for the manufacture of stoves and kitchen ranges at a cost of \$100,000.

G. H. Archibald & Co. have been awarded the contract for the construction of the plant of the Western Canada Flour Mills Co. at St. Boniface, Man.

A \$1,000,000 dock will be built at Victoria.

Municipal Undertakings.

The town clerk of Orillia will receive tenders for sewage pumping machinery until March 7.

The council of Medicine Hat, Alta., will spend over \$60,000 in extending the sewerage system.

City Engineer Childs, of Calgary, is preparing plans for a trunk sewer and septic tanks to cost \$800,000.

The New Glasgow, N.S., city council is again considering plans for increased water supply at an estimated cost of \$175,000.

The Toronto Board of Control has accepted the tender of the Staveley Coal & Iron Co., Chesterfield, Eng., at \$12,479 for cast iron pipe and specials for the main drainage works.

City Engineer Ker of Ottawa has prepared the following estimates: sewer main, \$5,000; waterworks, old aqueduct, (renewing piers), \$4,000; renewing old services, etc., \$10,000; laying new services, \$15,000; renewing and repairs to hydrants, \$3,500.

The Toronto Board of Control awarded the contract for the construction of the outfall sewer, in connection with the sewage disposal works to F. H. Dickenson, Hamilton, for \$125,504. The Canada Foundry will supply the special castings needed in connection with the plant.

The following contracts for sewers have been awarded by the Toronto city council: Algonquin Avenue, John F. Connolly, \$687; Baker Street, John F. Connolly, \$1,439; Breadalbane Street, Page & Britnell, \$496; Clinton Avenue, John F. Connolly, \$1,257; Duggan Avenue, John F. Connolly, \$1,531; Garden Avenue, John F. Connolly, \$1,697; Geofrey Street, John Maguire, \$948; Glendale Avenue, John Maguire, \$1,054; Gordon Avenue, J. H. McKnight Construction Co., \$199; Gormley Avenue, Page & Britnell, \$2,000; High Park Boulevard, John F. Connolly, \$1,435; Indian Road, John F. Connolly, \$4,487; Keele Street, John F. Connolly, \$6,787; Lawton Avenue, John F. Connolly, \$3,582; Westminster Avenue, John F. Connolly, \$1,124; Wright Avenue, John F. Connolly, \$1,258.

Public Buildings.

A general hospital will be erected at Princeton, B.C.

A new general hospital will be erected at Smith's Falls.

Methodists of Regina will establish a college to cost \$250,000.

Wm. Morris will next season erect a new theatre at Toronto.

The Salvation Army, at Ottawa, has decided to build a rescue home.

Plans are under way for the erection of a new registry office at London.

Plans for Hamilton's new public library will be submitted on April 16.

An eight-roomed school and a four-roomed school will be erected at Flesherton, Ont.

The members of the English Church at Walkerton have decided to erect a new edifice.

The board of hospital governors at Hamilton will erect a three-storey addition to the nurses' home.

The Hamilton Road Presbyterian Church, and King Street Presbyterian Church at London, will both erect new edifices.

The scheme to sell the present town hall at Owen Sound and build a new one is said to be favorably considered by the citizens.

The Phoenix School Board is sending a largely signed petition to the provincial government asking for a grant of \$10,000 towards building a new school.

Tenders for the plumbing, heating and electric wiring at the new isolation hospital at Toronto, will be received until March 8, by the Toronto Board of Control.

The plans for the police station and fire hall at Toronto, the former on Main St., the later on Howland Ave., are being prepared by the City Architect.

Among the recommendations made by the University Commission at Winnipeg is one for the establishment of an engineering college and a college of domestic science.

The new naval college in connection with the Government's naval scheme will be built at Halifax, and will cost \$150,000. A barracks for the staff and possibly an admiralty dockyard may also be erected at that place.

General Building.

A Nurses' Home will be erected at Whitby.

The automobile club at Vancouver will erect a club house.

The Dominion Government will erect a drill hall at Fernie, B.C.

J. H. Todd is to spend about \$40,000 on a building at Victoria.

The Nichols estate will erect a business block at Digby, N.S.

The Imperial Bank will erect a new bank at Humberstone, Ont.

The Bank of Hamilton will erect new bank premises at Kincardine, Ont.

The Canadian Bank of Commerce are to erect a branch bank at Victoria.

A. Martin, of Victoria, will erect a garage at that place to cost \$6,000.

A club house will be erected at Victoria by the Empress Athletic Club.

The Westholme Lumber Co., are to erect a four-storey block at Victoria.

Judge Galliher, Victoria, will erect a residence at that place, to cost \$12,000.

A. C. Hope has prepared plans for R. M. Edgar for a new six-storey apart-

ment house at Vancouver. Estimated cost \$175,000.

Plans for the erection of a new registry office for London will soon be under way.

Captain French, of Vancouver, will erect a warehouse to cost \$24,000 at that place.

H. G. Elliot, of Vancouver, will build an apartment house at that place, to cost \$16,000.

The C.P.R. will double the size of their station at Lethbridge, Alta., at a cost of \$35,000.

W. D. Giffin, has been awarded the contract for the new clubhouse for the Sarnia Golf Club.

A mammoth department store is to be erected by the Marshall Field Co., of Chicago, at Winnipeg.

D. R. Smith, of Boston, is considering the erection of a hotel at Kingston, to cost not less than \$250,000.

W. B. McKay & Co., Sussex, N.B., are planning the erection of a big new business block there in the spring.

Work has commenced on what will be the largest building in Victoria. This is the eight-storey block to be erected by J. A. Sayward, on Douglas Street. The building, will cost \$200,000.

Recent building permits at Toronto include E. G. Switzer, three dwellings, \$11,500; C. B. Cooney, five dwellings, \$10,000; Government of Canada, two story addition to Post Office, \$43,000; Dale Furniture Co., store, \$20,000.

Recent building permits at Vancouver include: Prudential Investment Co., \$9,000 structure; Mrs. A. Holtz, \$3,000; Bentley & Wear, two houses, \$4,600; Vernon Brothers, \$3,000; J. Thomson, \$2,700; Mr. Williams, \$6,500; W. J. Weinmoth, two houses, \$4,000; H. M. Arnaud, \$5,800.

Building continues active at Victoria. Permits for over \$100,000 were issued during February. The most important and larger buildings to be erected are: A two-storey building to be erected by H. W. Davies, to cost \$15,000; a three-storey block for Dr. Garasche, to cost \$13,000, and a \$6,000 building for H. W. Davies.

New Companies.

Toronto Structural Steel Co., Toronto; capital, \$250,000; to buy, sell and manufacture steel and iron. Incorporators, G. Grant, A. Dods and M. MacDonald, Toronto.

Dominion Safe & Vault Co., Montreal; capital \$525,000; to manufacture and deal in safes, vaults and metallic furniture, etc. Incorporators, H. J. Fuller, W. McMaster and A. W. Wheatley, all of Montreal.

The Goodyear Tire and Rubber Co., Toronto; capital, \$250,000; to manufacture and deal in all kinds of rubber goods, etc. Incorporators, D. B. Simpson, W. F. Stearns and N. Wilson, Bowmanville, Ont.

Victor Steel and Wood Products Co., Walkerville, Ont.; capital, \$40,000; to manufacture and deal in show-cases, gasoline engines, trucks, cars, and automobiles, etc. Incorporators, J. H. Flinn, N. G. Begle and F. T. Chapman, Detroit.

National Glass, Ltd., Montreal; capital, \$45,000; to manufacture, buy and sell all kinds of glass, paints, varnishes, dyes and other similar articles. Incorporators, J. A. Dubois, W. Lefebvre, both of St. Chrysostome, and E. C. Frappier, Montreal.

BLUESTONE

FOR SPRING DELIVERY

Lowest prices for
the best quality.

A. C. LESLIE & CO.,
MONTREAL LIMITED

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**
and SIEMENS-MARTIN
OPEN HEARTH STEEL

IVER JOHNSON

TRUST
THE
TRUSS



Truss Bridge BICYCLE WITH SPRING FORK

The value of the truss as a factor for strength and rigidity is exemplified by its employment in bridge construction. The truss is generally regarded as the most scientific means of supporting weight between piers, as it stiffens under pressure.

The truss in the frame of the Iver Johnson gives added strength and rigidity. It holds the frame absolutely rigid and in perfect alignment. The elimination of jolts is accomplished—consequently the Iver Johnson is wonderfully strong and easy-running. The new spring fork absorbs vibration from the hub and makes all roads seem smooth.

Write for Catalogue and Dealer's Proposition

This is worth looking into if you want to make good money on a good proposition. Dealers generally agree that Iver Johnson is the best seller on the market.

IVER JOHNSON'S ARMS & CYCLE WORKS

Manufacturers of Iver Johnson Revolvers ("Hammer the Hammer") and Single Barrel Shotguns
Factory and General Offices, 330 River Street, Fitchburg, Mass. New York, 99 Chambers St.
Pacific Coast Distributors, Baker & Hamilton, San Francisco, Cal.
Southern Selling Agents, Henry Keidel & Co., Baltimore, Md.

Good Bars and Bolts

are indispensable to every hard-wareman. You can be on the safe side if you handle the kind that is uniform and flawless throughout.

London Iron

WRITE FOR PRICES

Sales
Agents:

Baines &
Peckover,
Toronto, Ont.

Bissett & Loucks,
Winnipeg, Manitoba.

**LONDON
ROLLING
MILL CO., LTD.**
LONDON, CAN.



Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter pertaining to the Tin Shop.

VENTILATING A SCHOOL ROOM.

Editor Hardware and Metal,—There is a subject on which I would be pleased to have some information on through the columns of your journal. I would like your opinion on the best position to place ventilating plates, say in ventilating a school room in in connection with a hot air heating system.

FRANK DAFOE.

Madoc, March 1.

It is advisable to admit the hot air from register plate located in wall near the top of the room, say six or seven feet from the floor; while the cold air outlet should be located in side of wall just above the floor. Both these plates to be on the same side of the room. In this way you will get a complete circulation of air but it is recommended that fans be used, or else heat the cold air flue in order to create a current.—Editor.

LAWS GOVERNING VENTILATION.

Nine states have laws requiring the furnishing of an adequate supply of fresh air in school buildings, eight states have laws referring to ventilation, but so framed as to be more or less ineffective, and 30 states have as yet no laws on the subject. Undoubtedly within a few years all except some of the southern states having a semitropical climate will require that schoolhouses and other public buildings be properly ventilated.

Suppose that in a desire to promote the health of its citizens, the Legislatures should enact laws requiring that residences should be ventilated as thoroughly as school buildings will be ventilated under the new Pennsylvania School Code, what would be the result? Why, the heating of residences by direct radiation would be abolished, and practically all residence heating would be of necessity performed by the warm air furnace system.

COSTLY OMISSION OF WORD.

The omission of the name of the city where the company's headquarters are located from the label on a furnace made by the Toronto Furnace and Crematory Co., cost that concern the loss of a suit in the Division Court at Toronto last week.

It appears that in November, 1907, the Toronto Furnace and Crematory Co. sold a combination heating system to Thomas M. Ewing for a house he was building. The house was mortgaged to the Northern Life Assurance Co., and was later sold to David Percy. The Toronto Furnace and Crematory Co. were paid \$100 by the Northern Life Assurance Co., but claimed a balance of \$165, and entered action under a manufacturers' lien against Mr. and Mrs. Ewing, David Percy, and the Assurance Co. to recover it, or secure an order enabling them to remove the furnace.

The law regarding manufacturers' liens requires that the manufacturer shall have his name and address on the article. Judge Denton, at the trial, held that though the name of the company embraced the word "Toronto" this was not sufficient to comply with the law's requirements. The label read as follows: "From the Toronto Furnace & Crematory Co., Limited, 70-72 King Street East." Judge Denton remarked that this address might be found in other places than Toronto, and dismissed the action. His decision is sustained by the Division Court.

Although the company's chances of appeal are cut off they may sue for the amount of the account under a debtor's liability, though the points have not been decided as yet. The company has since added the words "Toronto, Ont." to its labels.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Vacuum Cleaners—Taylor Bros., Almonte, ask for the name of Canadian manufacturers of vacuum cleaners.

Manson Campbell Co., Chatham, and the Onward Manufacturing Co., Berlin. The Karn Organ Co., Woodstock, are also preparing to place a low-priced hand-power machine on the market.—Editor.

Wrought Iron Fencing—S. J. Horsey, Kingston, wants the addresses of manufacturers of wrought iron fences for large lawns.

Dennis Wire & Iron Co., London, and the Canada Foundry Co., Toronto.—Editor.

Washing Machines.—Chas. E. Boyd, Simcoe, asks for the address of the makers of the "Dan Patch" and "Minnehaha" washing machines.

The International Stock Food Co., of Minneapolis, are the manufacturers. Last year their Toronto branch had some machines made in Canada from the U. S. patterns, but they were not satisfactory and manufacture was discontinued. New arrangements may be made to again manufacture in Canada next fall.—Editor.

Hardware Signs.—Illsey Bros., Castor, Alta., write asking (1) where they can obtain an emblematic sign in the shape of a padlock, anvil or saw; and (2) where a small motor, operated by dry or wet batteries, for running a window display, could be had.

Jos. McCausland & Son, 11 Nelson St.; R. J. Campbell, 70 Church St.; and the Connor-Ruddy Co., 13 Wellington St. East, are Toronto houses which could

supply such signs; (2) The Central Electric and School Supply Co., and the Rogers Electric Supply Co., both at Toronto, could furnish motors and batteries.—Editor.

Portland Cement.—Phillips Bros., of Havelock, Ont., ask the names of two or three of the nearest independent cement makers.

Alf. Rogers, Stairs building, Toronto, is Ontario sales agent for all the cement manufacturing concerns outside the merger.—Editor.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

"Galt" Steel Shingles—Under the title "Roofing Economy," The Galt Art Metal Co., Galt, Ont., has published a catalogue devoted especially to a description of "Galt" shingles. These shingles, which were patented in 1908, are made of 28-gauge galvanized sheet steel, and packed in squares sufficient to cover 100 square feet of surface. They are adapted for use on residences, schools, churches and public buildings, as well as on barns, stables, warehouses, etc. The Gothic tile design of the shingles qualify them for use on structures of the highest architectural order. These shingles have a construction of locks and seams making a roof that is storm proof, and when covered the roof looks as if done in one piece. The result is a handsome and sanitary roof. As a covering "Galt" shingles claim superiority over slate and wood in their durability, water-tightness, easy-laying, and fire and lightning protection. A number of illustrations help out the letter-press explanations. The company also manufacture corrugated steel sheets, embossed steel siding, metal ceiling and sidewall, expanded steel lath ventilators, fireproof windows, steel and copper cornices and concrete re-inforcements.

JOBBER TO ESTABLISH AGENCY.

E. C. Eaton has resigned the managing directorship of Frothingham & Workman, Montreal, in order to take up various agencies, principally in the heavy hardware line, on his own behalf. Mr. Eaton contemplates taking a business trip abroad before he settles down in Montreal. General regret has been expressed at his severance with the firm, he having been with them for over 30 years, being appointed managing director in 1904 at the incorporation of the company. G. C. Davis succeeds Mr. Eaton.

At the annual meeting of the shareholders of the company held on Tuesday in Montreal, the following directors were elected for the ensuing year, Edward Archbald, C. D. Monk, F. F. Archbald, George H. Napier, and G. C. Davis. At the subsequent meeting of the directors, Edward Archbald was re-elected president, G. C. Davis, managing director, and B. Mitchell, secretary-treasurer.

The Retail Paint Trade

ANOTHER ADVANCE PROBABLE.

Coming events cast their shadows before, and in the continued advance of linseed oil, turpentine, and other materials, retail merchants who take an intelligent interest in the situation can foresee but one outcome sooner or later—a further advance in the cost price of paint. Comparing the changes which occurred in the prices of raw materials before the advance by the manufacturers at the end of last year, and the changes since then, it is self-evident that there is more reason now for higher quotations than at that time. That manufacturers must protect themselves is only logical, and therefore dealers must be prepared for higher prices.

And it is better that prices be raised than there should be any tampering with the quality. By quality alone can paint live, and although the merchant naturally becomes irritated over a change in cost, he must prefer that to running any chance of ruining his store's reputation, so far as paint is concerned, by any falling off in the quality of the goods.

There is only one thing for the merchant to do when confronted by higher priced paint, and that is to raise his retail price correspondingly. If his customers have been buying on the ground of quality and not of price this is easy to do. They probably would not notice the alteration, and if they did the fact that they were getting the brand they like is sufficient. If a merchant has confidence in the paint he sells, he has very little hesitation in advancing his price when there are good reasons for doing so, and no customer when the matter is put to him clearly will object. He knows that this higher price is a protection quality.

Considering the many valuable properties of good paint, and the area that can be covered by a gallon, users are getting at present a good article cheaply, and there is no ground for complaint at having to pay more. Commodities all the way round have increased in price, and there is no reason why paint should be exempt. It can afford to stand a heavier selling price, and users must be made to realize the fact.

HANDLING ADVERTISED GOODS.

Writing in the Hardware Dealer's Magazine on the reasons why dealers should carry and sell advertised goods, E. J. Seward says it would seem to be a matter of necessary reciprocity on the part of the paint and varnish dealer to push advertised articles in paints and varnishes. It would also seem as though he would appreciate the vast sums of money which the manufacturer is spending for him in creating a demand for such articles and give them preference over varnishes or paints which are not advertised.

The paint and varnish dealer may in some instances make a little larger profit on non-advertised lines, but the increased business brought to his store, not only for the advertised goods, but for other commodities which customers want to buy, would seem to be a strong argument in favor of pushing



"the finish"
"that endures"

Floorglaze

Costs you nothing to see what our new Floorglaze proposition is. A postal does it.

Sells every day in the year, because the new additions to the regular M.L. Floorglaze Enamel Colors—the M.L. Floorglaze Lacs and Transparent—fit this line to get every dollar's worth of paint business in your neighbourhood—both for indoor use or out. The M.L. Floorglaze Lacs (10 of them—they wear like iron) match perfectly the grain and coloring of all the fine hardwoods used in furniture, floors, panellings and all building uses—while the M.L. Enamel colors (glass hard—brilliant—enduring) take care of every solid color requirement possible. A great money-making, kick-preventing line—you ought to know about it.

Samples, color cards and live proposition for live-wire dealers from our nearest agency:
Toronto, 6 Morse Street; Winnipeg, 108 Princess Street; Vancouver, 550 Beatty Street.

The Imperial Varnish & Color Co., Ltd.
TORONTO, ONT.



Prepare for Spring Trade



by placing your order at once for

—Wire Nails—

We carry large stocks of all sizes and can make prompt shipment. Packed in clean, strong kegs.

THE MONTREAL ROLLING MILLS CO.

MONTREAL



well advertised lines of established reputation.

In case of several well-known varnish lines the dealer who does not carry them all is constantly having inquiries for them. If he is unable to supply his customer with the articles asked for, he has no success in promoting other lines of sale and a customer is lost—this is short-sighted.

All manufacturers who spend tremendous sums of money in window displays, handsome signs, artistic magazine and newspaper advertisements and instructive literature and correspondence in every direction in the interest of the dealer, is entitled to much greater consideration than the man who simply makes and sells a product to a dealer and puts no selling force into it.

The one is stimulating business all over our broad land. The other is selfishly using the strength and force of the advertised article for his own benefit, and the dealer who does not handle the advertised article is living in a pint cup, and doing nothing to increase the growth of his business in any direction.

Window display is one of many forms of publicity, which causes the passerby to stop, think and read. It is an open suggestion which makes for trade not only in the line represented by the window display, but for many other articles carried by the storekeeper showing such display.

For instance: If a dealer is carrying a window display of some celebrated varnish product, how unfair it is, when a customer is brought into the store, to ask for the advertised varnish, to

substitute another varnish, and how very short-sighted it is. The general public are thoroughly educated along the lines of substitution. If advertising were not popular and stimulating it would have no effect on the building up of commodities, but it is generally recognized to be the greatest commercial force in the world to-day, and this force will grow, as it is assisted by the merchant who handles and pushes advertised goods.

It works both ways. If advertising in a town is discouraged and the money spent for advertising is allowed by the local merchant not to have its effect by reason of substitution, the public who wishes certain goods will get them, even if it has to send to mail-order houses for them.

The dealer is opposed in a deadly way to the mail-order house, but thousands of dealers help to line the pockets of this class of business houses, by refusing to push advertised products, and sending the inquirer away without giving him what he wants.

Human nature is the same the world over. If you tell a man he cannot have a certain thing you will find that he is bound to have it, and thus the strength of the mail-order business to-day. Dealers can think of this proposition with considerable profit to themselves.

If you will point out a town where dealers promote the interest of well-advertised goods, you will see a town that has a minimum of business going away from it to mail-order houses. In other words, people want what they ask for and they will always ask for advertised goods.

PAINT AND OIL MARKETS

MONTREAL.

Feb. 4.—This week has been characterized by a general firmness as regards quotations in nearly all lines. There has been a decided improvement in the shipments while the booked orders are steadily accumulating. The demand, too, has widened in its scope, and all lines now bear a good impression of the spring movement.

Turpentine and linseed oil do not show any speculative features, but the buying is steady. Ground white lead is well to the front, while varnish gums are showing decided improvement.

Ready mixed paints are showing an excellent spring movement. Travelers are everywhere meeting with great encouragement, and dealers are evidently preparing for a strong consumptive call.

In every direction there is a strong tone. Prospects look good, and this year should prove one of the best, if not the best, in the history of the paint and oil trade.

Turpentine.—There is very little feature to the turpentine market. The demand, while not being over brisk, is steady and quotations keep firm and unchanged. We continue to quote 82c. for single barrels.

Linseed Oil.—The speculation which is usually observable at this time of the year is absent. Buying is steady, but it is mostly for immediate requirements. Dealers are probably hoping for some reaction, but judging from the Old Country markets and the little chance of any

relief in the flax seed position there is but a remote prospect of lower figures. Rather does the index point the other way. Prices are unchanged, and we quote 82c. for raw and 85c for boiled ex-Montreal.

Ground White Lead.—Ground white lead is moving well, and forms a good proportion of the orders coming in from the hardware trade. For ordinary lots quotations are well held, but there is a disposition to cut prices on good sized orders. We quote: \$5.50 to \$6, according to brand, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal.

Red Lead.—The demand shows improvement, but red lead has not yet shown the stimulation felt by other lines. Prices are unchanged and we quote: Genuine red lead in casks, \$4.75; in 100-lb. kegs, \$5.25; less quantities at \$6.25 per 100-lbs.; No 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities, \$5.75.

Varnishes.—Clear bright gums are in good demand, small parcels of hand picked Zanzibar copal especially being in active call from the varnish makers who report increasing business. Shellacs seem to be steadily improving in demand probably on account of their low price, one jobber remarking that although the demand was robust the prices were weak.

Colors and Paints.—The break in the weather caused more buying for bridge, girder and construction work generally. Ready mixed paints are going out with

"FLOORLUSTRE"

The Floor Enamel
That You Can Recommend
To Every Customer
and Sell with Our
Guarantee of Satisfaction



"FLOORLUSTRE" is a mighty good thing for you paint dealers to sell, because it is a mighty good seller. We make it good, to begin with, and it makes good on the floors.

"FLOORLUSTRE" finishes a floor with a rich, shining coat of the most durable enamel, that will stand the hardest kind of wear and not show scratches. It is the easiest floor finish to keep clean and fresh, and it can be washed with soap and water like a porcelain tub. Tell that to your women customers and see how they will buy it on the spot. It's equally good for porches, steps, etc. 10 beautiful colors to harmonize with the furnishings, carpets, rugs, etc., of every room.

Spring painting will soon begin. "FLOORLUSTRE" will be in big demand. Write right now for color cards, prices, etc.

BRANDRAM-HENDERSON LIMITED

Montreal
St. John

Hallifax
Toronto

Winnipeg

PAINTS FOR ALL PURPOSES

A Great Line For the Dealer

It's much less work for the dealer to push one line of paint than it is a half dozen different lines. When the question of quality on one kind of paint is established it carries the supposition in the customer's mind that other kinds of the same make are just as good. And this is especially so of

The Martin-Senour Paints

For instance, one use of the **Martin-Senour Paint—100 per cent Pure**, is a recommendation to try the **Senour Floor Paint**—and it, in turn, gives such satisfaction that it suggests the use of other paints of the same make. All this without a word from the dealer. You should confine your efforts to one manufacturer's goods—don't scatter your shot, you'll make more money, too. Get our dealer's proposition and don't waste your energy trying to popularize a dozen different brands of paint for as many purposes. You'll find 'em all in our line. Write today.

THE MARTIN-SENOUR CO., Limited
Montreal Pioneers Pure Paint Chicago

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co.,
Limited.

Halifax, Nova Scotia



SANI-FLAT

Are you handling "SANI-FLAT," the durable Oil Paint, that produces a dead flat finish, smooth and soft as velvet? Covers perfectly, is easy to apply, is sanitary and unfading, very durable and economical.

Made in white and 12 colors. A line that will prove a very popular one in your paint department.

Send for color card and prices.

BENJAMIN MOORE & COMPANY
LIMITED

West Toronto

New York

Chicago

Cleveland

a good swing, and the season promises to be a great one. Floor paints seem to be especially feeling the spring movement. Indications are that before long prices will be advanced again.

TORONTO.

March 4.—The most interesting bit of paint news of the week is the break-up of the linseed oil association. As yet there has been no demoralization of price, and from the condition of the world's flaxseed markets there is not likely to be any. Both in England and in the U. S. the oil situation is strong and prices are firm, and at the ruling quotations here it would not pay to import, for imported oil could not be laid down and sold at the Canadian market prices.

The general situation among the paint goods is somewhat better this week, with the sending forward of the first spring shipments. A couple of houses report better trading during February than was the case the same month a year ago; but on the whole the month is said to have been discouraging from the expectations that were held out.

Shipments cover general lines, and new orders booked show purchases of all kinds of stock in fair volume, rather than mere sorting-up. If present anticipations are realized, and the weather is anyways fair, this coming season will see the best year in paint lines in recent times.

Linseed Oil—The association that has been in force for the last year is broken and it is difficult to see what will be the result. One thing is quite certain, that the cost of linseed oil to the crushers, made from seed purchased recently, either in Great Britain or in Canada, is unprecedentedly high. There does not appear to be much chance of a reduction in the price of flaxseed from either the Argentine Republic or from Canada, and it looks as if the crusher must continue to receive high prices in order to get cost out of his goods, and the jobbers who have been handling oil for the past six months have been very much dissatisfied with the margin of profit allowed them. As the demand for oil for the spring trade will begin at once unless someone is going to sell goods for less than cost, prices must be pretty well maintained. The U. S. recently imported 176,000 bushels of flaxseed from the Argentine, but that is not sufficient to keep the crushers going for more than a few days. The local prices for raw and boiled oil are still at last week's quotations, 82c for raw, and 85c for boiled.

Turpentine—In regard to turpentine, the latest advices say that the season has been cold in the southern States and that consequently the gum has not yet begun to come forward, so that new turpentine will be nearly a month behind ordinary season, and if any special demand springs up in the near future the selling price may be increased for the next six weeks. The low price for the

past fortnight in Toronto, 83c to 84c, yet holds.

White Lead—There is little new to report. Conditions remain substantially the same. Shipments of lead booked during the past two months for spring delivery went forward in fair volume this week, though much is still being held up for delivery on March 15 and April 1. Prices remain unchanged, ranging from \$5.75 to \$6.40.

Red Lead—Trading is fair this week, and prices are unaltered, running from \$4 to \$5 for ordinary lots.

Glass and Putty—Putty is a good seller this week, deliveries having been fair during the past few days. Glass is getting to be a slow mover again.

Petroleum—Steady trading is passing. There is a slight lessening in the volume of oils moving, compared with December, but on the whole sales are satisfactory. Prices are unchanged. According to one authority kerosene will supplant gasoline as a fuel in the 1910 models of steamer automobiles.

STEPHENS' PAINT NEWS.

G. F. Stephens & Co., Winnipeg, have begun the publication of a house organ to be known as "Stephens' Paint News." The first issue says:

"There is no reason why every hardware man should not make the paint end of his business the large profit earning department, for after all paint is a necessity—not a luxury. Lumber of all kinds is increasing in price yearly. The wise man who built and painted years ago is under practically no expense compared with the man who built at the same time but who did not paint. Paint protects lumber. Lumber without protection rots very quickly, rotten lumber means repairs, repairs mean money. Figure it out for yourself. Then use the argument with your customer—But—Don't wait till that customer comes to you. Go after him, use the local paper, circulars, follow up letters, etc. Get in touch with the householder. J. E. Birch & Son, Roland, Manitoba, wide-awake hardware men, sold more paint in their town and the surrounding territory in six months than their competitors did in six years. All by going after the business and by using the advertising features we are prepared to furnish anyone. Apart from the monetary profit he received he had the satisfaction of living in the best painted town in Western Canada, and of knowing that he had, by his progressiveness, added materially to the value of his and his townspeople's property."

Optimism cannot be bought with money. It is as free as the air we breathe. The poor often possess it in greater measure than the rich.

The man who spends all of his time looking for the easiest way of doing things is not very likely to stumble upon the right way more than once in a blue moon.

When you find a store where the clerks are lethargic and lack enthusiasm, you have probably found one where the employer himself lacks those qualities that stimulate.

CEE-

PEE-

CO-

**WHITE
ENAMEL**

Suitable **C.P.** or inside
for outside **CO.** decoration

This white enamel produces a beautiful porcelain surface especially desired for all work requiring a fine high gloss finish. Its slow setting qualities make it extremely useful to decorators who are enamelling large surfaces, ample time being allowed to work and flow on. Elegant genuine white lead flatted should be used as ground work. If a flat finish is desired, this enamel may be rubbed in four days.

DIRECTIONS UPON EACH PACKAGE

MANUFACTURED BY

**THE
CANADA
PAINT
COMPANY
LIMITED**

CEE-PEE-CO.

Weather Proof Paint



Don't they often ask you if your paint will stand up against the weather? And what do you answer them if you don't know?

Every dealer in

RAMSAY'S PAINTS

has his answer ready. He will say:—

"This Paint has been made 'in Canada for over sixty years. It has always been known as a leader in the paint market. It has been thoroughly tried in every Province and is fully guaranteed to stand up against rain or sun or storm."

Can you say that? You can say it if you secure the Ramsay Paint Agency.

WRITE US.

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842

GLASS IMPORTERS

Honest Paint

is the kind every hardwareman wants to handle.



the kind which covers more surface, hold its color better and lasts longer than any other prepared Paint.

And you, Sir, have solved this problem if you are selling

New Era Paint

Write for details and prices. No paint holds out more possibilities for you.

Standard Paint and Varnish Works Co., Ltd.

Windsor, Ontario

When The Very Best Goods Made



sell at the very lowest prices, it does not require much sagacity to form a pretty close estimate as to the direction the orders take. Have you ever, in all your life, heard of cheaper goods than **Star Hack Saw Blades** at present prices? Our new list on this line is

\$3.50	3.75	4.00	4.50	5.00	5.50	6.00	per gross
6	7	8	9	10	11	12	inch

Star Blades are not only cheaper than prior to Jan. 1st, but are infinitely better than those made a few months ago. You can hold your customers by supplying them with Star Blades. Dealers of prominence carry Star Saws in stock.

MILLERS FALLS COMPANY, 28 WARREN STREET, NEW YORK, N.Y.



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



Floor Finish

40 YEARS' Varnish-Making Experience

has enabled us to produce a Varnish which, instead of cracking and turning white as common varnishes do, remains elastic and waterproof on the floor.

The secret of this wonderful floor finish is the special treatment and ageing of the oil.

See to your stocks of "Elastica" and be prepared to meet the demand which our insistent consumer advertising has created.

"Elastica" Floor Varnish is made only by the

International Varnish Co., Limited

Makers of Fine Varnishes

Branch of Standard Varnish Works

T O R O N T O

New York

Chicago

London

Berlin

Brussels

Melbourne

JAPANITE

DRYER

BIG 4

PERMANITE

INTERIOR FINISH

Old English Process Varnish

"Satisfaction
Brand."

The most
Reliable
for each
purpose.



Just what
the Painter
will want.

Have them
ready
for him.

Canadian Oil Companies, Limited (Paint Dept.), Toronto

REFLEX

FLOOR FINISH

— Write to-day for prices. —

HERCULO

EXTERIOR FINISH

THE DOUGALL VARNISH CO.

LIMITED
SUCCESSORS TO
M^C CASKILL DOUGALL & CO.



MANUFACTURERS OF
HIGH GRADE VARNISHES

ALSO
CANADIAN MAKERS OF THE
MURPHY VARNISH COMPANY'S
VARNISHES

MONTREAL

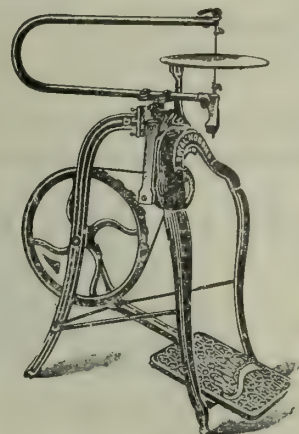
CANADA

Hobbies

TRADE MARK.

FRETWORK
IS BOOMING

WAKE UP
TO THE
FACT



Hobbies, Limited
supply a splendid
range of Treadle
Fretsaw Machines.

Our Carded and
Boxed Fretwork
Outfits are unsur-
passed for value
and attractiveness.

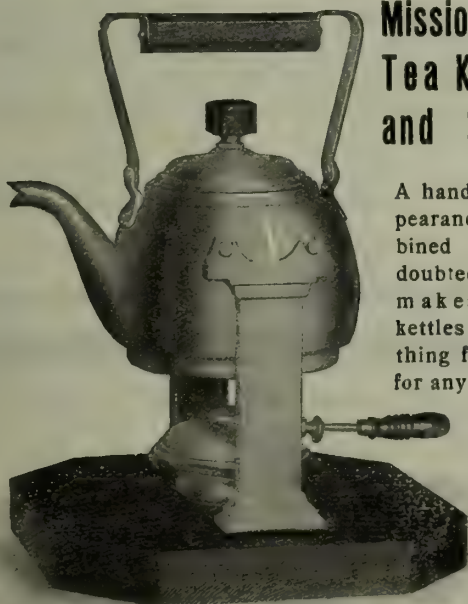


Write by this mail for
Illustrated Catalogue of
Fretwork Accessories and
Tools for all Amateurs.
PROFITABLE TRADE TERMS



HOBBIES, LIMITED, DEREHAM, ENG.

"The Cup that Cheers, but not Inebriates"
in perfection for all who use our



**Mission style
Tea Kettles
and Stands**

A handsome ap-
pearance, com-
bined with un-
doubted utility,
makes these
kettles the very
thing for a gift
for any occasion.

You
should
meet
the
demand
by
ordering
promptly

Send for our Complete Catalogue

THE BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto St., Toronto

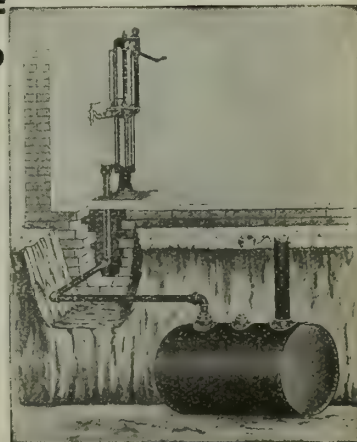
WILL IT PAY?

This is the first ques-
tion that is asked by
any merchant when
considering the pur-
chase of modern store
fixtures. The funda-
mental question is one
of

Economy

A device is econo-
mical if

It adds cleanliness,
It is a convenience,
It makes labor lighter,
It makes labor more efficient.
It reduces the labor item,



It saves time,
It adds safety,
It adds neatness,
It helps the appearance

It Saves Money

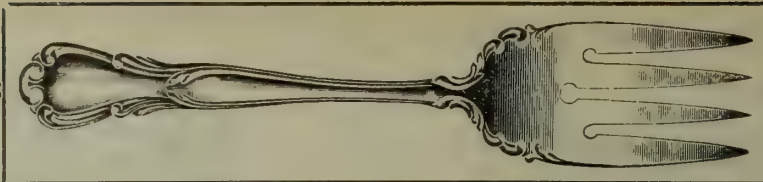
Considered from these standpoints the

BOWSER Self-Measuring
Oil Storage System is the
Greatest Economy.

The question is not "Can I afford it?" because it will pay for
itself with money that was before wasted. It's simply up to
you to investigate. The merchant who tries to see how
much he can really get by adopting modern methods is the one
who pulls the largest trade.

Write for Bulletin 15

S. F. Bowser & Co., Limited
TORONTO, ONTARIO



HERE'S
AN ARTISTIC LINE!

The "LEONORA" Cold Meat Fork

The cut shows this attractive and rapid-selling fork half actual size. Made of best quality materials. Send for our complete catalogue. There are many lines in it you can handle with profit.

McGLASHAN, CLARKE COMPANY, Limited,

NIAGARA FALLS, ONT.

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que.

N. F. GUNDY, 61 Albert St., Toronto, Ont.

DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

Write for prices

EVERYTHING IN WELDED CHAIN.

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



BABBITT METAL

The "KING" Babbitt is known all over the Dominion.

It is a High Grade General Purpose Metal, suitable for Heavy Pressure and Medium Speed, or Medium Pressure and High Speed.

It has strength and tenacity, and will not crack or beat out under pressure.

The steady increase in sales of "KING" Babbitt is an excellent testimony in its favor.

This is a Copperized Metal.

The James Robertson Company, Limited

Montreal

Toronto

St. John

Winnipeg

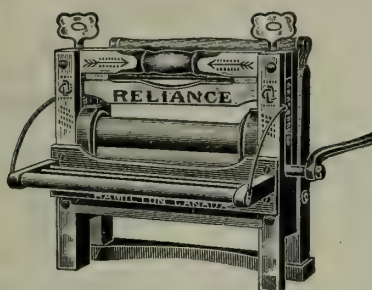
THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

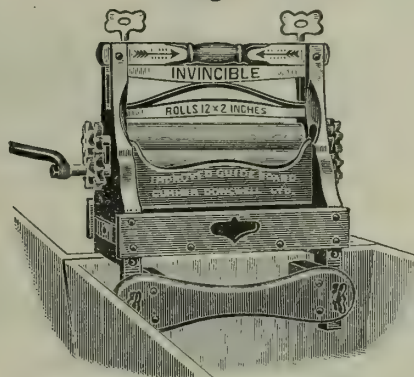
When your Customers ask you for **GOOD CLOTHES WRINGERS**



The Answer is



and you give **BETER VALUE** than you can by selling any other make. And give **ALL THERE IS** in Wringer service.



They are

The **BEST MADE**

and

The **BEST KNOWN.**

Superior Wringers in Every Respect,
and will Out-Wear and Out-Wring any
Wringer on the Market.

Cummer-Dowswell, Makers, Hamilton, Ont.

LIMITED

W. L. Haldimand & Son, Montreal, Eastern Agents.

AIM SURE

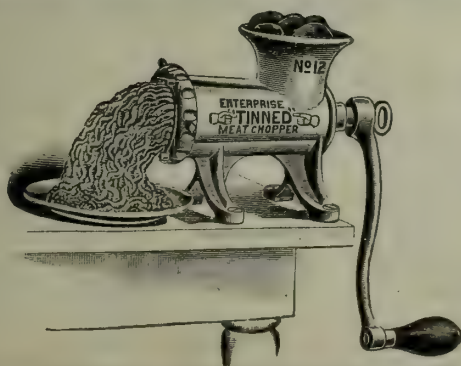
Will you be ready for "Sausage Days?"

Will you have in stock the two machines
sausage makers consider indispensable?

Folks who know—and most folks do—will
ask for and insist upon

"ENTERPRISE"

Meat and Food Choppers



HIT HARD



Sausage Stuffers, Lard and Fruit Presses

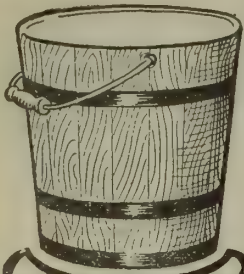
Mechanism simple—durable—and graceful.
One chops the meat, leaving no lumps, no particles
uncut. The other stuffs the sausage smoothly—
without air bubbles.

Get ready now while there is time.
Aim Sure—Hit Hard

An attractive sign and a liberal supply of adver-
tising matter will be sent upon request to every
dealer.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York 544 Van Ness Avenue, San Francisco

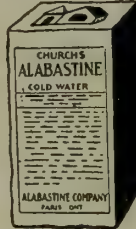


A pail, with water— a brush—and a pkg. of Alabastine

are all you need to transform an ordinary-looking wall into a beautiful and artistic wall which will appeal to the most refined taste. Any one can apply Alabastine. Alabastine colors are permanent—they do not rub off. They give that artistic soft, velvety effect which can be produced only by Alabastine. It hardens with age, becoming a part of the wall. Alabastine can be re-coated without removing the old coats.

CHURCH'S **Alabastine** COLD WATER

Alabastined walls are now the most popular. There is nothing so charming, so sanitary, so cheap. In the modern home, Wall Paper, held on by flour paste, is now tabooed. The sales of Alabastine in Canada have doubled in the last two years.

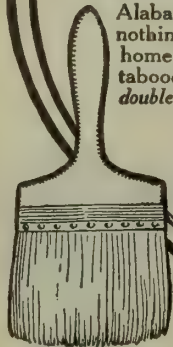


*None Genuine
without little
Church on Label*

FREE STENCILS

To still further popularize Alabastine and *again double its sales*, we have organized a Decorative Department, and are prepared to offer **FREE COLOR SCHEMES** and **FREE STENCILS** to all users of Alabastine. Write today for particulars—our advice is **FREE**. Let us help you to beautify your home at moderate cost.

The Alabastine Co., Ltd., Paris, Ont.
Willow St. 8



We are spending
thousands to in-
crease dealers'
sales of Alabastine.

The leading publications of the Dominion contain our new series of Alabastine ads, one of which is shown here. This New Canadian Advertising Campaign is costing us a pile of money—\$10,000. This money we are spending in order to increase the dealers' sales of Alabastine. You will benefit from it especially if you use our handsome banners, show cards, etc., so as to let people know you are headquarters for Alabastine. Write us this very minute and ask us to send you, by return mail, full particulars of our trade-winning plans for increasing dealers' sales of Alabastine.

The Alabastine Company, Limited - Paris, Ont.



A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure.

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with **TRADE MARK** like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.



JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.

Before Contracting For Lanterns

JUST SEE OUR

"BANNER" 1910

Many Unique Improvements.

The Ontario Lantern & Lamp Co., Limited

HAMILTON

-

-

-

ONTARIO



MAXWELL'S LATEST

is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever, this lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly-block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

DAVID MAXWELL & SONS - ST. MARYS, ONT.

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
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D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	\$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

WESTERN ASSURANCE COMPANY.

Incorporated
1851

**FIRE
AND
MARINE**

HEAD OFFICE—TORONTO, ONT.

Assets over - - \$3,570,000

Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager

C. C. FOSTER, Secretary

BLACK JACK

QUICK, CLEAN, HANDY.



TRY IT.

SOLD BY ALL
JOBBERs

3/4-lb. tins—3 doz. in case.

CORN AND BEAN PLANTERS



King of the Field is the best hand corn planter made. We also make step ladders, curtain stretchers, ironing boards, etc. Ask for catalogue and prices.

Otterville Manufacturing Co., Limited, - Otterville, Ont.

Lion
Brand



Purity

Strength

BABBITS FOR ALL MACHINERY PURPOSES



LION METAL STANDS UP UNDER HIGH SPEED AND PRESSURE

A Babbitt That Gives Satisfaction and Secures Repeat Orders. Write for Price and Discount
THE LION METAL CO., ST. PAUL, MONTREAL

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

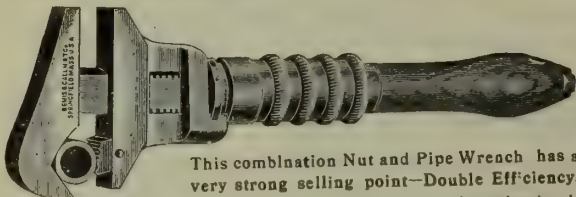
CANADA FOUNDRY COMPANY
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic; it saves him time and trouble. You can sell a lot of these wrenches—Make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

Ford's Auger Bit



is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

One-Hand Flour Sifters

OUT
SOON

Retails at
35 cents

ORDER NOW



Each List at
\$50.40 Gross
1 doz. in Case
100 Gross in Car.



Shipments start about March 1st. Orders filled in rotation. Guarantee you about 33% profit. freight allowance. Get order in quick.

JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE

REGISTERED TRADE MARK



GRANTED 1882

Sole Agents for Canada

James Hutton & Company
Montreal

YOU SHOULD HANDLE EXCLUSIVELY

Diamond Brand



FITTINGS

They are unrivalled in Fit, Threading and Finish.

WHOLESALE ONLY FROM

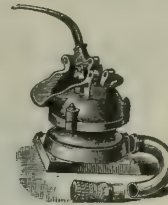
OSHAWA STEAM & GAS FITTINGS CO., Ltd.
OSHAWA, CANADA

MANUFACTURERS OF

★ STAR BRAND ★



Iron and Steel
BLOCKS for
Wire or Manila
Rope.
Heavy Wood
BLOCKS for all
kinds of work:
special



Star Chain
HOISTS.
Sewer PUMPS.
On sale by all
leading dealers.
Send for
Catalogue H.M.



Blocks

Chain Hoists

DIAPHRAGM PUMPS

Boston and Lockport Block Co.

116 Condor Street, East Boston, Mass.

Jessop's Steel

To Secure Good Results

Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.

CANADIAN OFFICE: 80 Bay Street, Toronto, Ont

144 William Street, Montreal, Que.

Show him and he will Buy

Never let a farmer get away from your store until you have shown him the

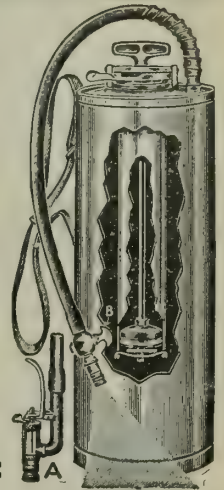
CAVERS AUTOMATIC SPRAYER

This spray will save its cost spraying a potato crop alone. Invaluable for destroying pests on hoe crops and fruit trees; kalsomining out-buildings, etc. Runs 6 to 10 minutes automatically. A boy can operate it. Write for full particulars

CAVERS BROS.

Manufacturers,

GALT, ONT.



Neptune Unrivalled
Patent Steel Wire

is the Strongest, Most Elastic and Most Economical Wire on the market The 12½g. and 14g. will save you over 60 per cent. as against No. 8 and 10 gauges ordinary wire. Does not sag in summer nor snap in winter.

	Breaking Strain	Length per 100 lbs.
"NEPTUNE UNRIVALLED," 12½g.	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g	1125 lbs.	471 yds.
"NEPTUNE UNRIVALLED," 14g	730 lbs.	2000 yds.
Ordinary Galvanized Wire, 10g	720 lbs.	729 yds.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, M.E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England



"POLAR STAR"
ICE CREAM FREEZER

Absolutely pure Ice Cream made with Little Labor in 5 to 10 Minutes at a cost of from 5 to 10 cents for Ice and Salt.

Booklet of recipes for Bread, Cakes, Ice Cream, Sherbets and Frozen Puddings, with each Machine.

Quickest Acting — Most Sanitary.
Simplest — Cheapest in the World.

If your jobber cannot supply you Write us for illustration and prices.

SMITH HARDWARE CO., LTD., MONTREAL

Specialists in Plating

IN NICKEL, SILVER AND COPPER.

If you want something first-class in the line of plating give us a trial. You will be delighted with the results. Remember, "actions speak louder than words." We want to SHOW you. Send us samples and get our quotations.

P. L. ROBERTSON MANUFACTURING CO.

Limited

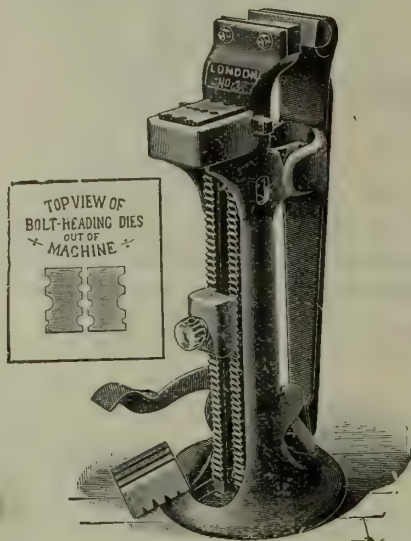
Milton West,

::

::

Ontario

Horse Shoers' Foot Vise and Bolt Header



A Practical Tool and a Time-saver for the Busy
Blacksmith

Manufactured by

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited



A Splendid Line
To Handle is the

"Mechanic" Ladder

without question
the most practical
step-ladder ever
made for the me-
chanic. Workmen
can ascend from
both sides, a fea-
ture of great con-
venience.

Made from clear yellow pine, reinforced by iron rods
and bolts. The 'trussed step' adds greatly to its
strength.

All dealers should get our prices. We make all kinds
of ladders. Get catalogue "B."

The Stratford Mfg. Co.,
Stratford - Canada LIMITED

The "Galt" Shingle



This is the shingle your customers are talking
about. They want a roof that *doesn't leak*, and if
you can't supply it the man across the road will.

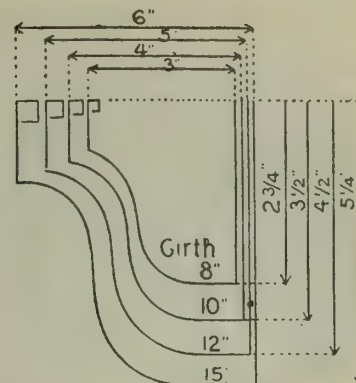
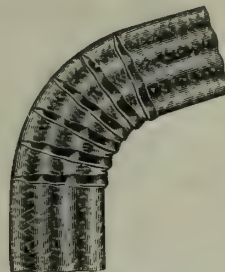
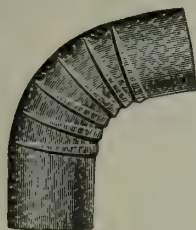
Get those Orders In Now

The time has come when you've got
to get out and buttonhole each of
those prospects of yours for "Galt"
Shingles and *get his signature on an
order-form*. Don't depend any longer
on friendly "promises" only, or one
of these days while you're relying
upon a "promise" a real active
metal-shingle salesman will come
along and point out to your pro-
spect that buying roofing is *business*,
not *friendship*, and get his order. If
someone must do the ostrich act, let
it be your competitor.

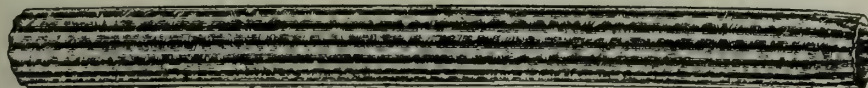
There is no money in "prospects"
or "promises" until they are crystal-
lized into orders. That's why we
say: *If you want that money—and it's
waiting for you—get out after these orders
without further delay*. Don't hesitate to
ask us for help. We're eager to
supply it, through our salesmen, our
advertising and our correspondence

The Galt Art Metal Co.
Galt, Ontario Limited
Winnipeg—Dunn Bros.

ROOFERS' SUPPLIES



All our shoes and elbows are locked with Wright's Patent Locking Device, and are **GUARANTEED TO FIT.**



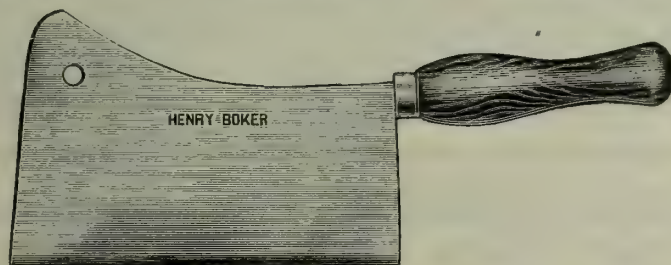
Eavetrough, 10-foot lengths.
Mitres, Ridge Roll, Valley Iron,
Spikes, Cut-offs, Ferrules, Outlets,
Etc.

Winnipeg Distributors:
MERRICK-ANDERSON CO.
Winnipeg, Man.

E. T. WRIGHT & CO.

Hamilton, Can.

HENRY BOKER'S "ARROW" BRAND CLEAVERS



Extra quality cast steel polished blade and steel ferrule.
Every one warranted.

Also a complete line of **BUTCHERS' ACCESSORIES.**

For Sale by All Leading Wholesale Hardware Houses

**Electric
Welded**



**Highest
Quality**

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

**Coll
Chain**

**Logging
Chain**

**Heel
Chain**

**Loading
Chain**

**German
Coil**

**Halter
Chain**

**Tie
Outs**

**Cow
Ties**

McKINNON CHAIN COMPANY

BUFFALO, N.Y.

ST. CATHARINES, ONT.



PLYMOUTH CORDAGE CO.

PLYMOUTH WELLAND

Use "PLYMOUTH" (Ship Brand) Lath yarns; they will save you money and increase your satisfaction.

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?



INDEPENDENT CORDAGE CO., LTD.

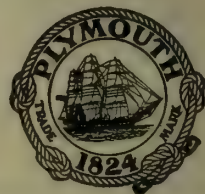
Stocks at

TORONTO
MONTREAL
HALIFAX

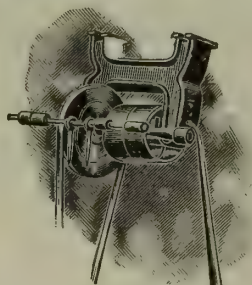
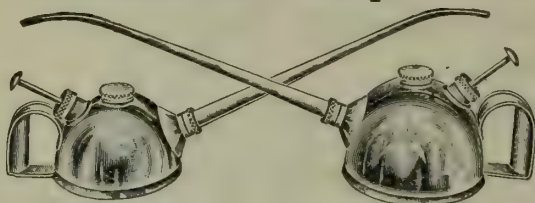
ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO



Howland's Pump Oilers



For sale by
all Jobbers
in Canada

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

WHAT WE CLAIM FOR

The AYLMER DOUBLE CYLINDER DOUBLE ACTING FORCE PUMP

This is the only
Pump manufac-
tured that has no
leather suckers
and requires
no packing or
packed joints of
any kind.



Easy Working
—
Always Primed
—
Never Freezes

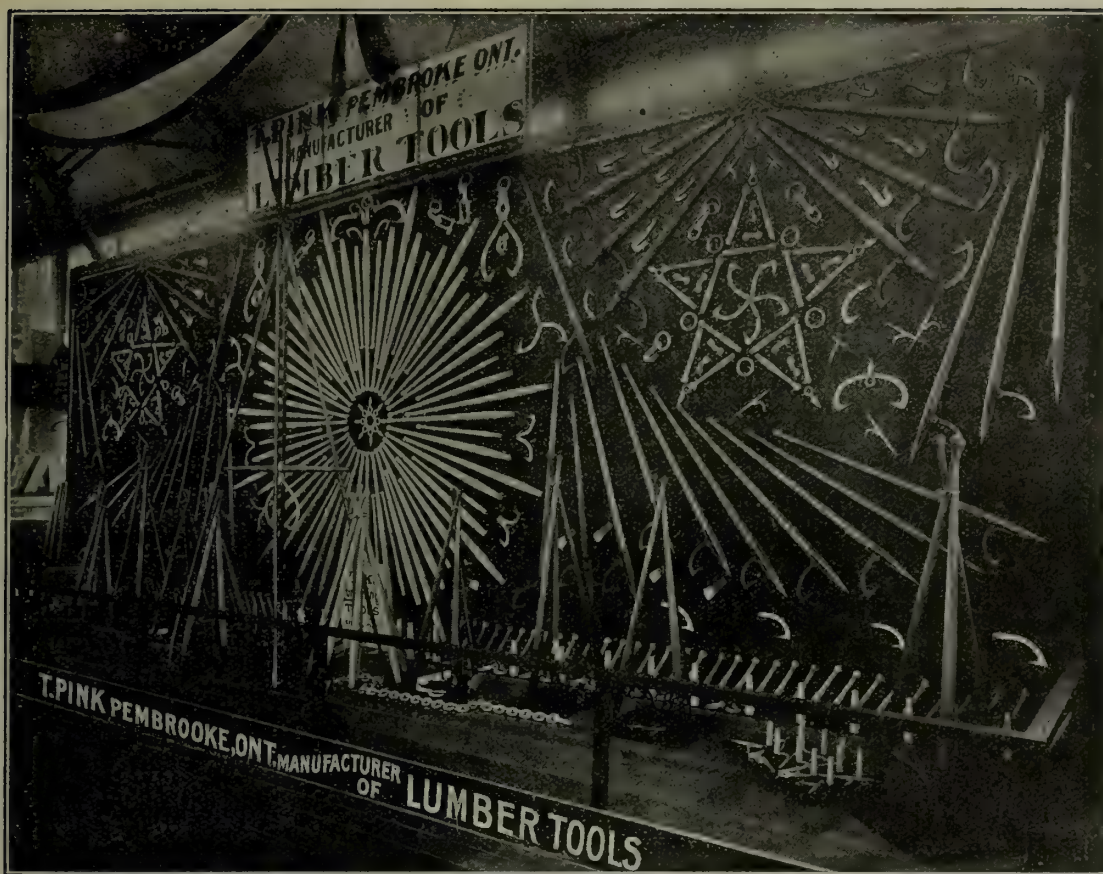
In case of fire
this pump has no
equal.

THIS CUT represents our Pump, as shown in the well. This with three way cock and side pipe for conveying water to barn or wherever needed will force the water any distance, and to any elevation required with ease

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited
AYLMER, ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable

Send for catalogue
and price list.

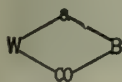
Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

=== No. 71 ===

TRADE



MARK

Is just off the Press.

It lists our complete line and if you
have not received a copy write for one to-day.

TRADE



MARK

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions
Inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-52-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

ALEX. GIBB (Sole Canadian Agent),
W. GILBERTSON & CO., Ltd, PONTARDAWE, South Wales

Gilbertson's Sheets and the COMET Brand

mean quality and security in whatever work you may undertake,
Galvanized Flat Sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

13 St. John Street, Montreal

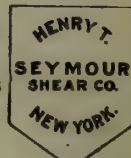


SEYMOUR SHEARS

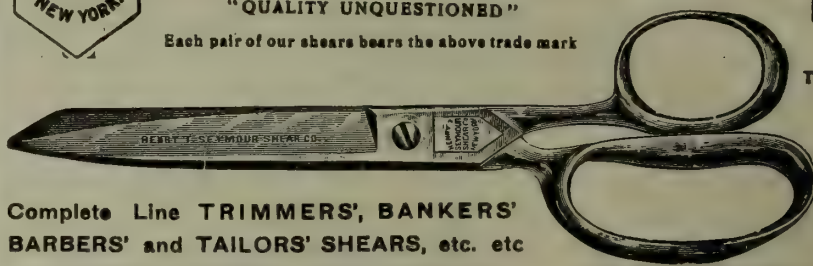
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK



Complete Line TRIMMERS', BANKERS'
BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Latest catalogue will be sent in exchange for your business card.



PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE BANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba



PAGE FENCES AND GATES

Styles for all uses—lawns, parks, farms, railways. All heights. Cost less to erect and give better service. Our nearest place will quote you 1910 prices and send you Free Illustrated Booklet. Please ask for it now.

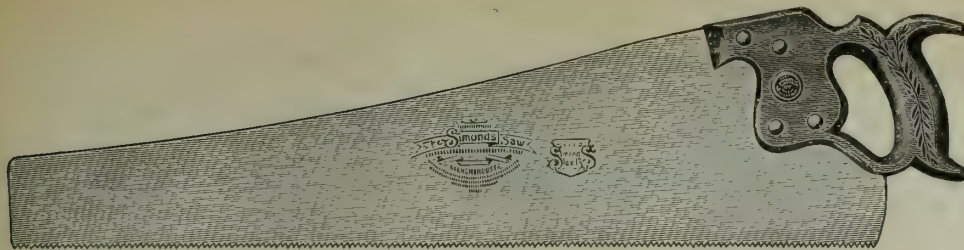
14,000 Miles of Page Fence in use in Canada

73,000 Page Gates in use in Canada—Our 1910 Gates will be galvanized

Largest Canadian Makers of Fences and Gates

502 THE PAGE WIRE FENCE CO., LIMITED
WALKERVILLE TORONTO MONTREAL ST. JOHN WINNIPEG VICTORIA

"PAGE FENCES WEAR BEST"



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

Building Papers FOR ALL PURPOSES

We can give you the best possible value in
Tarred Felt

Roofing Papers

3-Ply Ready Roofing

Coal Tar and Roofing Pitch

P. & B. Cold Storage

Insulating Papers

WRITE US FOR QUOTATIONS ON THESE GOODS

We want you on our list of customers, if you are not already there.

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal

When ordering your Spring requirements in

WIRE NAILS and OILED AND ANNEALED WIRE

Specify for the products of

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Vancouver—George W. Laidlaw

Winnipeg—Harry F. Maulden

AWARD OF THE ELLIOT CRESSON GOLD MEDAL given by the Franklin Institute for Superiority Over All Other Files Tested



TO THE DREADNAUGHT PATENT MILLING FILE

For the most meritorious invention of the age: On cast iron 29 commercial files were tested and the best removed 20.6 inches. A *Dreadnought* removed 143.75 inches. Four were tested. High carbon Steel, the best commercial file, removed 6.4 cubic inches. The *Dreadnought* removed 25.8 cubic inches.

DOES THIS MEAN ANYTHING TO YOU: The *Dreadnought* files are made with backs and handles also with tang in fine cut for Mill and Saw Work. Horse-shoeing tools in plain and tanged. If the goods are wrong you get your money back.

Manufactured by

The J. H. Hanson Tilley Co., Ltd., 422-424 St. Paul St., MONTREAL, P.Q.

AGENTS: Vancouver, B.C.—Flock & Thompson. Winnipeg, Man.—Bissett & Loucks, Limited. Hamilton, Ont.—Frank Radigan. St. John, N.B.—The Jas. Robertson & Co. Halifax, N.S.—Austen Bros. St. John's, Newfd.—Angel Engineering & Supply Co. Limited

Use Our Building Paper and Common Sense and all the ills of your house and outbuildings as to COLD and HEAT will be modified. That is the way you can talk to your customers when they tell you their building worries. Our **Ready Roofing, Tarred Felt, Sheathing and Wrapping Papers** are unique. They have held the trade for years and to-day are in stronger favor than ever.

That is sound dealing.
No other kind wins to-day.

The ROOFING HOUSE of CANADA

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb. ... 0 08 1/2 0 08

RABBIT ETAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallo, 35c.; Harris Heavy Pressure, 25c.; Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co.—Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika rabbit metal, 25c.; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb. Lion Metal Co., Montreal—Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifric-tion, 30c.; Special, 25c.; "A", 20c.; "B", 15c.; "C", 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

Montreal, Toronto
Plates, 1/2 to 1 inch, per 100 lb. 2 30 2 30
Hoods, per 100 lb. 2 45 2 45
Tank plates 3-16 inch 2 30 2 40
Tubes, per 100 feet, 1 1/2 inch 9 50 9 00
" 2 " 8 25 8 50
" 2 1/2 " 10 50 10 00
" 3 " 12 00 12 10
" 3 1/2 " 15 00 15 30
" 4 " 19 25 19 45

BRASS.

Spring sheets, up to 20 gauge 0 23
Beds, base 1/2 to 1 inch, round 0 22
Tubing, seamless base, per lb. 0 26
Tubing, iron pipe size, 1 inch base. 0 24
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Question work, 56 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62 1/2 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62 1/2 p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weter I.B.B.M. straightway and water gate valves, screwed and flanged, 62 1/2 and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

Per 100 lb.
Casting ingot, 14 50 14 50
Out lengths, round bars, 1/2 to 2 in. 21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60". 23 00
Plain, 16 oz., 14 x 48 and 14 x 60. 22 00
Tinned copper sheet, base. 24 00
Planned base. 28 00
Braziers, in sheets, 4 x 8 base. 20 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62 1/2 p.c.

IRON AND STEEL

Montreal, Toronto.
Canadian foundry, No. 2 22 00
Middleboro, No. 3 pig iron. 19 00 21 00
Summerlee, No. 2 21 00 23 50
Carron, special. 20 50
Carron, soft 20 25
Cleaveland, No. 1 19 75 21 75
Clarence, No. 3 19 50 21 50
Jarow 21 75
Glengarnock 23 50
Radnor, charcoal iron. 32 00 32 50
Horseshoe iron. 24 00 24 00
Ayrasome, No. 3 20 00
Ferro Nickel pig iron (800) 25 00
Steel billets, Bessemer or open hearth, 27.50 f.o.b. Pittsburgh.

Angles, 3 inch base 2 60 2 60
Common bar, per 100 lb. 1 90 2 00
Forged iron 2 05 2 10
Refrined 2 15 2 25
Horseshoe iron 2 15 2 25
Mild steel 1 91 2 10
Sleigh shoe steel 1 90 2 10
Iron finish machinery steel (domestic) 1 95 2 10
Iron finish steel (foreign) 2 25 2 25
Reeled machinery steel 2 85 3 00
Tire steel 2 00 2 10
Sheet cast steel 0 15 0 15
Toe talk steel 2 40 2 50
Mining cast steel 0 07 1/2 0 08
Capital tool steel 0 50 0 65
Camell Laird 0 16
Black Diamond tool steel 0 08 0 08
Corona tool steel 0 06 1/2
Silver tool steel 0 12 1/2

COLD ROLLED SHAFTING
9-16 to 11-16 inch 0 06
1 to 17-16 " 0 05 1/2
17-16 to 3 " 0 05
Montreal, 25 and 2, Toronto, 30.
BLACK SHEETS
10 gauge 2 30 2 50
12 " 2 30 2 55
14 " 2 20 2 35
17 " 2 20 2 45
18 " 2 20 2 45
20 " 2 20 2 45
22 " 2 25 2 55
24 " 2 25 2 55
26 " 2 25 2 55
28 " 2 30 2 80

CANADA PLATES
Ordinary, 52 sheets. 2 40 2 60
All bright, 52 sheets. 3 50 3 60
Galvanized—Apollo D. Crown Ordinary
18x24x52 4 45 4 45 4 35
60 4 70 4 70 4 60
20x28x80 8 90 8 90 8 70
" 9 40 9 40 9 20
GALVANIZED SHEETS (CORRUGATED)
22 gauge, per square 5 50
24 " 4 50
26 " 3 50
28 " 3 30
GALVANIZED SHEETS Colborne
B.W. Queen's Fleur Gordon Crown
gauge Head de-Lis Crown Best
16-20 3 60 3 35 3 65
22-24 3 65 3 40 3 75
26 4 05 3 80 4 15
28 4 25 4 00 4 35 4 45
Less than case lots 25 cents extra.
Apollo brand—Montreal Toronto
24 gauge, American 3 60 3 35
26 " 3 85 3 40
28 " (26 English) 4 10 3 85
10 1/2 oz., equal to 28 English 4 35 4 15

IRON PIPE.
Size (per 100 ft.) Galvanized
1 inch 2 03 1 inch 2 86
1 1/2 " 2 25 1 1/2 " 3 08
2 " 2 63 2 " 3 48
2 1/2 " 3 88 2 1/2 " 4 43
3 " 4 70 3 " 5 35
3 1/2 " 6 41 3 1/2 " 8 66
4 " 7 70 4 " 10 40
4 1/2 " 10 36 4 1/2 " 13 86
5 " 16 59 5 " 21 14
6 " 21 52 6 " 28 07
8 " 27 08 8 " 36 58
10 " 30 78 10 " 41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bu hings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe up to 6 inch, 70; 7 and 8 in. pipe, 40 p.c.
Light pipe, 60 p.c.; fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 and 10 and 2 1/2 per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers buying prices: Montreal Toronto
Heavy copper and wire, lb. 0 11 0 11 1/2
Light copper bottoms 0 10 0 10 1/2
Heavy red brass 0 10 0 10 1/2
" yellow brass 0 08 0 08 1/2
Light brass 0 06 1/2 0 06 1/2
Tea lead 0 02 1/2 0 02 1/2
Heavy lead 0 02 1/2 0 03
Scrap zinc 0 03 0 03 1/2
No. 1 wrought iron 12 00 11 00
Machinery cast scrap, No. 1 15 00 15 00
Stove plate 12 00 13 00
Malleable 9 00 8 00
Miscellaneous steel 7 00 6 00
Old rubbers 0 09 0 09

LEAD.

Montreal Toronto
Domestic (Trail) pig, 100 lb 3 70 3 75
Imported pig, per 100 lb. 3 75 3 85
Bar pig, per 100 lb. 4 15 4 25
Sheets, 2 1/2 lb. sq. ft., by roll. 5 01 5 00
Sheets, 3 to 6 lb. ft. extra 4 75 4 75
Cut sheets 1/2 c. per lb. extra.
Cut sheets to size, 1/2 c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 1/2 c. per pound.
Traps and bends, 50 per cent.

SOLDER.

Per lb. Montreal Toronto
Bar, half-and-half, guaranteed 0 20 0 19
Wiping 0 18 1/2 0 17 1/2

SHEET ZINC.

5-owl. casks 6 75 6 75
Part casks 7 00 7 00

SPLTER.

Foreign, per 100 lb 6 00 6 00

TIN AND TINPLATES

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb. \$36 00 35 00

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley) Per box.
I.C. 14 x 20 base 86 00
IX, 14 x 20 " 6 50
IXX, 14 x 20 base 7 50

Raven and Culture Grades—

I.C. 14 x 20 base 5 00
IX, 14 x 20 " 6 00
IXX, 14 x 20 " 7 00
IXX X " 8 00

"Dominion Crown Best"—Double Coated, Tissue. Per box
I.C. 14 x 20 base 5 50 5 75
IX, 14 x 20 " 6 50 6 75
IXX, 14 x 20 " 7 50 7 75

"Allaway's Best"—Standard Quality.

I.C. 14 x 20 base 4 25
IX, 14 x 20 " 5 00
IXX, 14 x 20 " 5 25

Bright Cokes.

Bessemer Steel—
I.C. 14 x 20 base 4 00
20x28, double box 4 00

Charcoal Plates—Terne.
Dean or J. G. Grade—
I.C. 20x28, 112 sheets 7 50
IX, Terne Tin 9 00

Charcoal Tin Boiler Plates.
Cookley Grade—
X X, 14x56, 50 sheet box 6 75
" 14x60, " 6 75
" 14x65, " 6 75

Tinned Sheets.
72x30 up to 24 gauge, case lots 7 25 7 50
" 26 " 8 00

WIRE

ANNEALED OUT HAY BAILING WIRE.
No. 10, \$3.80; No. 11, \$3.91; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', discount 30 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5.00; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$5.10; No. 19, \$2.80. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.
High Carbon, No. 9, \$2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.
Discount 25 per cent. List of extras in 100-lb. lots: No. 17, \$5—No. 18 \$5.50—No. 19, \$6—No. 20, \$6.55—No. 21 \$7—No. 22, \$7.50—No. 23, \$7.65—No. 24, \$8—No. 25, \$8.20—No. 26, \$8.50—No. 27 \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extra net-tinned wire, Nos. 17-25 \$2—Nos. 26-31, \$4—Nos. 32-34, \$5. Coppered, 75c.—oil, 10c.—in 35-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in 1/2-lb. hanks, 35c.—in 1/4-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

HAY WIRE IN COILS.
\$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, \$2.75; 6, 7, 8, \$2.70; 9, \$2.25 10, \$2.75; 11, 2.80; 12, \$2.40; 13, \$2.50 14, \$3.10. In car lots straight or mixed.

POULTRY NETTING.
2-in. mesh, 19 w.g., 60 and 2 1/2 p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE
No. 0-9 gauge, \$2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c. for coppering and \$2 for tinning

CONGO

"NEVER-LEAK" ROOFING

The Guaranteed Roofing

CONGO is the only roofing that gives a Surety Bond guarantee with every roll.

What good qualities other roofings have—such as durability, pliability, ease of laying, etc.—all these Congo has, in the highest degree. But we are so sure of the good



qualities of Congo that we add to all this a *National Surety Bond Guarantee*.

Read other ads. and see how many carry such a guarantee—not one.

Now, does it not stand to reason that if we can afford to provide Congo with something that no other roofing has that it must be better than others?

We had to prove such a claim to the Surety Company; then they issued the roof insurance. Neither we nor they could afford to take the risk of protecting thousands of Congo Roofs being used everywhere if we could not "make good."

We invite comparisons and tests.

Free sample sent for the asking

UNITED ROOFING AND MANUFACTURING CO.

PHILADELPHIA, PA.

Hobbs Hardware Co., London, Ont.; Starke-Seybold Co., Ltd., Montreal; Mechanics Supply Co., Quebec; S. Hayward Co., St. John; E. G. Prior & Co., Limited, Victoria, B.C.

Extra net per 100 lb.—Oiled wire 100, spring wire \$1.25, bright soft drawn 15c, charcoal (extra quality) \$1.25, packed in casks or cases 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in 1-lb. hanks 75c, in 1-lb. hanks \$1.

WIRE CLOTH
Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING
Galvanized barb. 2 50 2 55
Galvanized, plain twist. 2 80 2 85
F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, \$2.65 for small lots and \$2.55 for carlots.
Dominion special neid fencing, 33½ p.c. small lots; extra 5 p.c.

WIRE ROPE
Galvanized, lat grade, 6 strands, 24 wires, ½, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, ½, \$5; inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES
Galvanized 2 85
Plain 2 60

PAINTS, OILS AND GLASS

BRUSHES
Paint and household, 75 per cent..
BEEWAX
Per lb. 0 40

CHEMICALS.
In casks per lb.
Sulphate of copper (bluestone) 0 07
Litharge, ground 0 05
" flaked 0 05½
Green copperas (green vitrol) 0 01
Sugar of lead 0 08

COLORS IN OIL.
Venetian red, 1-lb. tins pure. 0 08
Chrome yellow 0 16
Golden ochre 0 10
French 0 08
Chrome green 0 08
French permanent green 0 13
Rignwriters' black 0 15
Marine black, 25 lb. irons 0 04½

GLUE.
Domestic sheet, in barrels 0 09½
French medal 0 10

PARIS WHITE.
In bbls 1 00

PIGMENT.
Orange Mineral, casks 0 09
" 100-lb. kegs 0 09

PREPARED PAINTS.
Barn (in bbls.) 1 gal. tins. 0 70
" 5 gal. tins. 0 65
Sherwin-Williams paints, qt. tins. 1 70
Canada Paint Co.'s pure, qt. tins. 1 60
Globe house paint (Windsor) 1 25
" New Era" house paint (Windsor) 1 35
Benj. Moore Co.'s "Ark" & Co. 1 40
Moore's pure linseed oil, H.O. 1 35
Brandram-Henderson's "English" qt. tins. 1 60
Ramsay's paints, Pure, per gal. 1 41
" Thistle, 1 10
Martin-Senour 100 p.c. pure, 1 70
Senour's Floor Paints, 1 40
Jamieson's "Crown and Anchor" 1 40
Jamieson's floor enamel 1 75
Island City pure paints 1 40
Sanderson Percy's, pure 1 30
Robertson's pure paints 1 35

PLASTER OF PARIS
Per barrel 2 30
PINE TAR
Half-pint tins, per dozen 0 60

PUTTY.
Bulk in casks 2 00
" 100-lb. drums 2 50
Bladders in bbls 2 40

RED DRY LEAD.
Genuine, 560 lb. casks, per cwt 4 75
Genuine, 100 lb. kegs. 5 25
No. 1, casks, per 100 lbs. 4 25
No. 1, kegs, per 100 lbs. 4 75

SHINGLE STAINS.
In 5-gallon buckets 0 75

TURPENTINE AND OIL.
Montreal Toronto
Prime white petroleum per gal. 0 13½
Water white " 0 15½
Pratt's astral " 0 17½
Castor oil, per lb. 0 08
Motor Gasoline single bbls. 0 16½
Benzine, per gal single bbls. 0 15½
Turpentine, single barrels 0 82
Lined Oil, " 0 82
" boiled 0 85 0 85

VARNISHES.
Per gal. cans.
Carriage, No. 1 1 50
Pale durable body 3 50
" hard rubbing 3 00
Finest elastic gear 3 00
Elastic Oak 1 50
Furniture, polishing 3 00
Furniture, extra 1 15
" No. 1 0 90
" union 0 85
Light oil finish 1 30
Gold size Japan 3 00
Turps brown Japan 1 50
No. 1 brown Japan 1 00
Baking black Japan 1 35
No. 1 black Japan 0 90
Benzine black Japan 0 70
Crystal Damar 2 50
No. 1 2 25
Pure asphaltum 1 40
Oilcloth 1 50
Lighting dryer 0 75
Elastic varnish 2 00
Granitine floor varnish 3 50
Maple Leaf coach enamel 1 20
Sherwin-Williams' kopal varnish 2 50
Canada Paint Co.'s sun varnish 2 00
" Kyanize" Interior Finish 2 40
" Flint-Lac" coach 1 80
B.H. Co.'s "Gold Medal" in cases 2 50
Jamieson's Copalene 3 00
Plattine floor finish 4 25
Elastic exterior finish 2 51
Island City Drednought Finish 8 00
Stovepipe varnish, 4 pints, per gross 8 00
Seawax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., \$2.30.
Pure white shellac varnish, in barrels 1 75
Pure orange " 1 70
No. 1 orange " 1 25

WINDOW GLASS
Size United Star Double
Inches. \$4 25 \$6 25
Under 26 4 65 7 75
26 to 40 5 10 7 80
41 to 50 5 35 8 50
51 to 60 5 75 9 75
61 to 70 7 00 12 50
71 to 80 8 25 15 00
81 to 90 17 50
91 to 95 20 50
96 to 100 Broken boxes
Toronto, 80 p.c. to 80 and 5. Broken boxes
50 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

Montreal Toronto
Munro's Select Flake White. 6 25 6 40
Elephant Genuine 5 75 5 90
Lily Pure 5 75 5 90
Tiger Pure 5 55 5 70
Monarch (Windsor) 5 50 5 65
Essex Genuine (Windsor) 5 50 5 65
Brandram's B. B. Genuine 5 65 5 80
" Anchor, " pure 5 50 5 65
Ramsay's Pure Lead 5 50 5 65
Ramsay's Exterior 5 25 5 60
" Crown and Anchor, " pure 5 75 5 90
Island City pure lead 5 75 5 90
Sanderson Percy's 5 75 5 90
Robertson's C.P. lead 5 50 5 65
Decorators' Pure 5 75 5 90
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY). Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL)
Pure, in 25-lb. irons 0 08½
No. 1, " 0 07
No. 2, " 0 05½

WHITING.
Plain, in bbls 0 70
Gilders bolted in barrels 1 00

HARDWARE

ADZES
Carpenters', per doz. 13 50 14 00
Plainship, 18 00 22 00

AXES AND HATCHETS
Single bit, per doz. 6 00 9 00
Double bit " 10 00 12 00
Bench Axes 6 75 10 00
Broad Axes 22 75 25 00
Hunters' Axes 5 00 6 00
Boys' Axes 5 75 6 50
Lathing hatchets 4 70 10 10
Single " 1 45 6 75
Claw " 1 70 6 00
Barrell " 5 50 6 85

ANVILS
Taylor-Forbes, prospectors 0 05½
Buckworth, per lb. 0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10½ p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; No. 28 ball, \$1.20, per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS
Ford's auger bits 30 and 10
Irwin's auger 47½
Gilmour's auger 60
Rockford auger 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

doz. pairs.
stearns wood track 4 50 6 00
Zenith 5 00 6 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 5 50
Double strap hangers, doz. sets 6 40
Standard jointed hangers, " 6 40
Steel King hangers 6 25
Storm Kings and safety hangers 6 50
Crown rail 4 25
Crescent 4 85
Sovereign 6 50
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen 3 25
Defiance, dozen 2 75
Gem dozen 7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new \$1 list Per cent
" " and smaller 70
" " 7-16 and up 60
" Norway Iron (\$3 list) 80

Machine Bolts, ½ and less 60, 10 and 10
Machine Bolts, 7-16 and up 60
Plough Bolts 55, 5 and 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ½ and less 60 and 10
" 7-16 and larger 55 and 5
Coach Screws, new list 75
Nuts, square, all sizes, 40c. per lb. off
Nuts, hexagon, all sizes, 40c. per lb. off.
Screw Rods per lb., 5½ to 6c.
Store Bolts, 80

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll 0 70
O. K. paper, No. 1, per roll 0 75
O. K. paper, No. 2, per roll 0 70
Plain Fibre, No. 1, per 400 ft. roll 0 45
Plain Fibre, No. 2, " 0 30
Tarred Fibre, No. 1, per 400 ft. roll 0 55
Tarred Fibre, No. 2, " 0 35
Tarred Fibre Cyclone, 15 lb., per roll 0 55
Dry Cyclone, 15 lbs. 0 46
Tarred Sheathing (Joliet), 25 lb. 0 40
Tarred Felt, 7 oz., 50 lbs. 1 80
Plain Surprise, per roll 0 40
Resin sized Fibre per roll 0 40
Asbestos building paper, per 100 lbs. 4 00
Heavy straw, plain & tarred, per ton 37 50
Same in Maritime Provinces, " 2 50
Carpet Felt, per 100 lbs. 2 50
Tarred wool roofing felt, per 100 lb. 1 80
Pitch, Boston or Sydney, per 100 lbs. 0 70
Pitch, Scotch, per 100 lbs. 0 85
Heavy Fibre, 32" & 60", per 100 lbs. 3 00
2 Ply Ready Roofing, per square 0 70
3 " 1 15
2 Ply complete, per roll 1 35
Liquid Roofing Cement, brls., per gal 0 15
" tins 0 20
Crude Coal Tar, per barrel 3 50
Refined Coal Tar, tins, per doz. 1 00
Refined Coal Tar, per barrel 4 50
Shingle varnish, per barrel 4 50
Caps, per lb. 0 08
Nails, per lb. 0 08
Mop cotton, per lb. 0 15



No. 294

BY LONG ODDS the best Baby Carriage is a

Collapsible Folding Go-Cart

and the numbers illustrated are in the front rank for utility, materials, finish and durability. These Go-Carts have wood handles, hood attachments, and prove very ready sellers. We have many other designs and styles. In five different colours. Made in Canada.

Write for catalogue of Gendron specialties.

Gendron
Mfg. Co.



Duchess St.
Toronto



No. 297

BINDER TWINE.	
500 feet, sisal.....	0 07½
500 " standard.....	0 07½
550 " manilla.....	0 07½
600 " ".....	0 08½
650 " ".....	0 09

Car lots, 10c. less; 5-ton lots, 1c. less
Central delivery.

BUTTS.	
Plated, bower barff & nickel, No. 241, 45 p.c.	
Wrought brass, 45 p.c. off revised list.	
Cast iron Loose Pin, 60 per cent.	
Wrought Steel Fast Joint and Loose Pin.	
70 per cent.	
Crescent brands, 70 per cent.	

CEMENT AND FIREBRICK	
Canadian Portland, bags per bbl 1 50	1 65
White Bros. English.....	2 00
" Lafarge " cement in wood.....	3 40
Fire brick, Scotch, per 1,000.....	23 00
English.....	17 00
American, low.....	23 00
" high.....	27 50
Fire clay (Scotch), net ton.....	5 10

CHALKS AND PENCILS	
Carpenters Colored, per gross.....	0 65
lead pencils, per grs.....	2 40

CHISELS.	
Cold chisels, 5 x 6 in., doz.....	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN	
Proof coil, per 100 lb., 1 in., \$6.00; 5-16 in., \$4.85; 3 in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 9-16 in., \$3.70; 1 in., \$3.65; 1 in., \$3.60; 1 in., \$3.45; 1 in., \$3.40.	
Steel fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	

CHURNS.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.	

CLAMPS	
Malleable swivel head, 4 in.....	2 50
" adjustable, 4 in.....	7 60
Carpenters, 3 feet.....	3 60

CONDUCTOR PIPE.	
2 inch, in 10 foot lengths.....	3 00
3 " ".....	3 65
4 " ".....	4 80
5 " ".....	6 60
6 " ".....	8 00

COPPER AND NICKEL WARE.	
Copper boilers, kettles, 50 p.c.	
Copper tea and coffee pots, 45 p.c.	
Copper pitta, 30 per cent.	
Foundry goods, hollow ware, 45 p.c.	

DOOR KNOBS	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	

DOOR SETS.	
Canadian, 45 and 10 per cent.	

DOOR HANGERS (PARLOR)	
Single sets, each (Easy brand).....	1 80
Double sets, each.....	3 25
Unbreakable rail, 100 feet.....	5 00

DRAW KNIVES.	
Carpenters 6 inch, doz.....	5 25
Folding handles, 8 inch, doz.....	1 8

DRILLS.	
Bit stock drills, 2-32 in., doz.....	0 67

RESCUTCHONS.	
Canadian, 45 and 10 per cent.	

RESCUTCHON PINS.	
Steel, discount 50 per cent.	
grass, 65 per cent.	

SAVATH UGHs.	
8 inch, in 10 foot lengths.....	2 75
10 " ".....	3 00
12 " ".....	3 50
15 " ".....	5 10
Add extra 10c. per 100 on O.G. Round Bead Trough.	

FACTORY MILK CANS.	
Milk cans and pails, 40 p.c.	
Hand delivery and creamery cans, 40 p.c.	
Railroad and cream cans and taps 45 p.c.	
Creamery trimmings, 75 and 12½ p.c.	

FAUCETS.	
Common, cork-lined, 35 per cent.	

FARRIER KNIVES	
Buckworth, 50 p.c.	

FILES AND RASPS.	
Disston's.....	70 and 10
Great Western, American.....	70 and 10
Kearney & Foot, Arcade.....	70 and 10
J. Barton Smith, Eagle.....	70 and 10
McClellan, Globe.....	70 and 10
Black Diamond.....	60 and 10
Nicholson.....	62½
Jowett's (English list).....	27½

FORGES	
Blacksmiths portable, 135 lbs.....	9 85

GALVANIZED WARE	
Duffer's pattern nails, 50 per cent.	
Flaring Pattern, 50 per cent.	
Galvanized washtubs, 45 per cent.	

HAMMERS.	
Tack, iron, doz.....	0 35
Ladies claw, handled, doz.....	0 60
Adze eye nail hammer, 10oz, doz.....	1 25
" hickory handle, 1 lb., doz.....	6 00
" straight claw, 1 lb., doz.....	7 25
Farmers hammers, 10 oz, doz.....	5 60
Tinners setting 1 lb., doz.....	4 80
Machinists, 1 lb., doz.....	3 20

HARVEST TOOLS.	
50 and 5 per cent.	
Sidewalk and stable scrapers, net	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	

HALTERS	
Jute Rope, 1/2 inch..... per gross.....	9 00
" " "..... ".....	10 00
" " "..... ".....	11 90
Leather, 1-inch..... per doz.....	4 00
Leather, 1 1/2 "..... ".....	5 20
Web..... ".....	2 45

HINGES.	
Blind, discount 50 per cent.	
Heavy T and strap, 4 in 100 lb. net.....	7 25
" " 5-in. ".....	7 00
" " 6-in. ".....	6 75
" " 8-in. ".....	6 50
" " 10-in. and larger.....	6 25

Light T and strap, discount 65 p.c.	
Screw hook and hinge.....	4 25
under 12 in..... per 100 lb.....	3 25
over 12 in..... ".....	3 25
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	
Spring, per gro., No. 5, \$16.10 No. 10, \$16.10; No. 20, \$8.40; No. 60, \$17.50; No. 51, \$7.76; No. 120, \$16.10.	
Screen door sets, No. 2350, \$14.95; No. 2360, \$19.55; No. 2375, \$21.85; No. 1192, \$19.55.	
Chicago Spring Butts and Blanks, 13½ per cent.	
Triple End Spring Butts, 30 and 10 per cent.	
Chicago Floor Hinges, 37½ and 5 off.	
Garden City Fire House Hinges, 13½ p.c.	
"Chief" floor hinge, 50 p.c.	

HOOKS	
Wrought iron hooks and staples—	
1/2 x 5..... per gross.....	2 25
3-16 x 5..... ".....	3 40
Bright wire screw eyes and hooks, 60 p.c.	
Bright steel gate hooks and staples, 40 p.c.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 and 20 p.c.	
Crescent hat and coat wire, 60 per cent.	

HORSE NAILS.	
M.R.M. cold forged process, list 3rd January, 1910, \$2.80 per box base No. 9 and larger.	
Capewell brand, quotations on application.	

HORSESHOES.	
M.R.M. & 'Bell' brands iron, light & medium, No. 1 and smaller, \$3.75; No. 2 and larger, \$3.50; snow pattern, No. 1 and smaller, \$4.00, No. 2 and larger, \$3.75; "X.L." new light steel, No. 1 and smaller, \$4.10; No. 2 and larger, \$3.85; "X.L." featherweight steel, No. 0 to 4, \$5.25; Special counterbunks steel, No. 0 to 4, \$5.50 pkg; toe-weight, all sizes, \$6.00. F.o.b. Montreal and Belleville. Extras for packing.	
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb boxes.	

HORSE WEIGHTS.	
Taylor-Forbes, 4½c. per lb.	
Competition grade lawn horse, 70, 10 and 5.	

ICE CREAM FREEZERS.	
White Mountain, 50 p.c.	

KNIVES.	
Hay knives, net list.	
Clausa, 50 and 25 per cent.	

KITCHEN ENAMELED WARE.	
White ware, 75 per cent.	
London and Princes, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 p.c.	
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.	
Premier steel ware, 40 per cent.	
Star decorated steel and white, 25 per cent.	
Hollow ware, tinned cast, 50 per cent. off.	
Enamelled street signs, 40 p.c.	

KITCHEN SUNDRIES.	
Asbestos mats, 50 p.c.	
Can openers, per doz.....	0 40
Mincing knives per doz.....	0 50
Potato mashers, wire, per doz.....	0 60
" wood ".....	0 50
Vegetable slicers, per doz.....	2 25
Universal meat chopper No. 1.....	1 15
Enterprise chopper, each.....	1 30
Spiders and fry pans, 50 and 5 p.c.	
Star A1 chopper 5 to 32.....	1 35
" 100 to 103.....	1 35
Kitchen hooks, bright.....	0 60
Toasters, 50 p.c.	
Fire shovels, 50.	
Oil camp stoves and ovens, 50 and 10.	

LADDERS	
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.	
Extension ladders, 15c. per foot up.	

LANTERNS.	
Japaned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast..... per doz.....	6 75
Lift Tubular and Hinge Plan.....	5 00
Japaning, 50c. per dozen extra.	
Prism globes, per dozen, \$1.20	
Lamp wick, 50 per cent.	

LAWN MOWERS	
Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., \$5.25; 9 in. wheel, 3 knives, 12 in., \$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75; 10½ in. wheel, 4 knives, 12 in., \$8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, \$10.00. 50 per cent. f.o.b. Guelph.	
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in., \$2.75; do., 4 knives, \$2.85; 9 in. wheel, 3 knives, 12 in. sizes, \$3.30; do., 4 knives, \$3.50; 10½ in. wheel, 4 knives, 12 in. sizes, \$4; ball bearing, \$4.85.	

LOCKS AND KEYS.	
Canadian 45 and 10 per cent.	

LUMBERMEN'S SUPPLIES	
Cant hooks, dozen, from.....	12 00
Axes, dozen, from.....	6 50
Axe handles, dozen, from.....	1 15
Cross cut saws, per foot.....	0 43
Axe wedges, dozen.....	0 25
Ball and heel calks.....	4 00

MALLETs.	
Tinsmiths', 2½ x 5½ in., per doz.....	1 25
Carpenters', round hickory, 6 in., per doz.....	1 95
Lignum Vitae, round, 5 inch, per doz.....	2 40
Caulking, No. 8, oak, per doz.....	15 00

MATS	
Wire door mats, standard, 16x24, doz.....	9 00
METAL POLISH.	
Tandem metal polish paste.....	6 00
Axoline brass cleaner, 100 in package.....	6 50

MINERS SUPPLIES	
Mattocks, 6 lb., 18 inch, \$6 dozen	
Picks, 6 to 7 lb., 4.65 doz.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16½ cents per lb	
Drilling hammers, 6 cents per lb.	
Crowbars, 3½ cents per lb.	

MOPS AND IRONING BOARDS.	
Mops, per doz.....	1 20
Folding ironing boards.....	16 25

NAILS	
Wire	
1-1½ inch.....	3 35
1½ inch.....	3 05
1½-12 inch.....	2 75
2-2½ inch.....	2 65
2½-3 inch.....	2 45
3-4 inch.....	2 40
4, 5, 5½, 6 inch (base).....	2 35
Cut nails—Montreal, \$2.40; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coppers' nails, 33½ per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs.....	2 85

OAKUM.	
Plumbers..... per 100 lb.....	4 50

OILERS.	
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen.....	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent	

PLATED GOODS	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 10 fancy, 40 and 5	
Hutton's "Cross Arrow" flatware, 42½.	
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.	

FINISHED WARE.	
Discount 40 per cent.	
10-nt. Flaring brass buckets, 40 per cent.	
10 and 14-nt. Flaring pails 40 per cent.	
Copper bottom tea kettles and boilers, 40 p.c.	
Coal hods, 45 per cent.	
Boiler and tea kettle pitta, 40 p.c.	

PLANES.	
Wood bench, Canadian, 40, American, 25 p.c.	
Wood, fancy, 30 to 35 per cent.	
Stanley planes, \$1.55 to \$3.60, net list prices.	

PLIERS AND NIPPERS.	
Button's genuine, 37½ to 40 per cent.	

PUMPS.	
Berg's wing pump, 75 per cent.	

RAZORS.	
per doz.	
Boker's.....	7 50
" King Outter.....	15 00
Henckels.....	7 50
Clausa auto. safety.....	27 00
Clausa perfect stropper.....	15 00
Gillette Safety, each.....	3 75
Clausa Razors and Strops, 50 per cent	
Ever Ready Safety.....	9 00

Think What it Means to You!

CLAUSS GOODS have created a demand for themselves.

1. By the large and systematic consumer advertising throughout the North American Continent.

2. By the unconditional guarantee they give with every article of their manufacture. And remember the **CLAUSS SHEAR COMPANY** manufacture the most complete line of cutlery in the world. Write for catalogue and further details.

CLAUSS SHEAR COMPANY, 169 Spadina Ave., Toronto

Cut from Heel to Point
Perfectly Nickel-Plated.

Ordinary Bent Trimmers



Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

ROPE AND TWINE

Sisal rope.....	0 09
Pure Manila rope.....	0 10 1/2
"British" Manila.....	0 0 1/2
Cotton, 3-16 inch and larger.....	0 24
Russia Deep Sea.....	0 16
Jute.....	0 09
Lath Yarn, single.....	0 08 1/2
" double.....	0 08 1/2
Sisal bed cord, 48 feet.....per doz.	0 65
" 60 feet.....	0 80
" 72 feet.....	0 95
Cotton clothes line, 2 1/2 off.....	0 27
Bag, Russian twine, per lb.....	0 36
Wrapping, cotton, 3-ply twine.....	0 30
" 4-ply twine.....	0 30
Mattress twine per lb.....	0 33 0 45
Staging ".....	0 27 0 25

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 15 1/2 per cent.
Copper Burs only, 2 1/2 p.c.
Extras on Coppered Rivets 1-lb. packages
10. per lb.; 1-lb. packages 3c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2 1/2c. per lb.

RIVET SETS.

Canadian, 35 to 37 1/2 per cent.

RULES.

Boxwood, No. 68, 2 foot, doz..... 1 15
Vory, No. 1282, 2 foot, each..... 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished.....per set 0 75
" No. 50, nickel-plated, " 0 80
" handles, japaned, per gross 3 40
Common, plain..... 4 25
" plated..... 5 50
Asbestos, per set..... 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

ectional, 1 lb. each, per 100 lb..... 2 20
lid, 3 to 30 lbs..... 1 0

SASH CORD.

No. 8, per lb..... 0 34 1/2

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Diston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

Common doors, 2 or 3 panel, walnut
stained, 4-in. style..... 7 80
Common doors or 3 panel, grained
only, 4-in. style..... 8 10
Beaver window screens, 14x18, open 28 1/2
inches..... 1 60
Perfection window screens, 14x15, open
22 1/2 inches..... 1 80
Model window screens, 14x22, open 30 1/2
inches..... 2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne - Imperial
Standard, 35; Weigh Beams, 55; Champion
Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelleu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 50.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS

	Per cent.
Wood, F.H., bright and steel.....	85 and 10
" R.H., bright.....	80 and 10
" F.H., brass.....	75 and 10
" R.H., brass.....	70 and 10
" F.H., bronze.....	70 and 10
" R.H., bronze.....	65 and 10
Drive screws.....	85 and 10
Set, case hardened.....	60
Square cap.....	50 and 05
Hexagon cap.....	45
Bench, wood, per doz.....	\$5 00
" iron, per doz.....	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's.....per doz. 0 65 1 00
North Bros., No. 30.....per doz. 16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japao
65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37 1/2 per cent.
Baker, hockey 30c. upwards: spring,
Empire hockey sticks, \$3 00, \$3.50.
Micmac and Rex sticks, \$4.00, \$6.00.
Pucks net, \$1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2 1/2 p.c.;
No. 3 and 4 grade, 50 and 2 1/2 p.c.

SQUARES.

Diston's 60 and 10 p.c.
Stanley Try Squares, size 7 1/2, doz. net.. \$2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12 1/2 per cent.
Retinned, 75 and 12 1/2 per cent.

SAP SPOUTS.

Bronzed iron with hooks.....per 1,000 7 50
Eureka tinned steel, hooks..... 8 00

STAPLES

Poultry netting, 100 lbs..... 5 70
Bed, 100 lbs., No. 14..... 6 75
Blind, per lb..... 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1/2 p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths..... 7 00
7 inch..... 7 50

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz. 1 22
7-inch..... 1 35

Polished, 150 per dozen extra.

Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock..... 18 75

STONES-OIL AND SCYTHE.

Washita.....per lb.	0 25	0 37
Hindustan.....	0 06	0 10
" slip.....	0 18	0 20
" Ax.....	0 10	0 10
Deer Creek.....	0 05	0 25
Deerlick.....	0 15	0 15
" Ax.....	0 02	0 42
Lilly white.....	0 10	0 10
Arkansas.....	0 10	0 10
Water-of-Ayr.....	0 10	0 10
Scythe.....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton.....	30 00	22 00
under 40 lb.,.....	24 00	24 00
300 lb. and over.....	28 00	28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned,
85; (in kegs), 40; cut tacks, blued, in dozens
only, 80 and 10; 1 weights, 60; Swedes cut
tacks, blued and tinned, bulk, 85 and 5, in
dozens, 75 and 10; Swedes, upholsterers'
bulk, 90; brush, blued and tinned, bulk, 70
and 10; Swedes, gimp, blued, tinned and jap-
anned, 82 1/2; zinc tacks, 35; leather carpet
tacks, 35; copper tacks, 45; copper nails, 50;
trunk nails, black, 65 and 10; trunk nails, tin-
ned and blued, 65 and 10; clout nails, blued
and tinned, 65 and 10; chair nails, 35 and 10;
patent brads, 40 and 10; fine finishing, 40 and
10; lining tacks, in papers, net; lining tacks,
in bulk, 15; lining tacks, solid heads, in bulk,
75; saddle nails, in papers, 10; saddle nails
in bulk, 15; tufting buttons, 22 line in dozens
only, 60; zinc glaziers' points, 5; double
pointed tacks, bulk, 55; clinch point shoe
rivets, 45 and 10; cheese box tacks, 87 1/2;
trunk tacks, 80 and 20; strawberry box tacks,
80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., each..... 0 94
" steel, No. 264, 66 ft., each..... 3 15
Chesterman's linen, No. 1822, 66 ft. ea. 1 10
" Metallic, No. 1821..... 1 95
" Steel, No. 1840, 50 feet.... 4 20

TROWELS

Diston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

Discount 35 per cent.

TINNERS' SNIPS.

Discount, 45 per cent.

Plain and retinned, 75 and 12 1/2.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.
TRAPS (RAT AND MOUSE) Doz
Out O' Sight Mouse Traps..... 0 60
" Rat Traps..... 1 20
Easy Set Mouse..... 0 45
" Rat..... 0 95
Blizzard Mouse Traps..... 0 45
" Rat Traps..... 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers..... 0 80

VICES

Per pound..... 0 12 0 12 1/2
Hinged pipe vise, 25 lbs..... 3 55
Saw vise..... 4 50 5 00
Blacksmiths, 60; parallel, 45 per cent.

WASHING MACHINE.

New Ontario..... 41 25
" re-acting per doz..... 73 75
Square..... 77 50
Dowsell..... 48 75
New Century, Style A..... 93 75
Ideal Power..... 165 00
Daisy..... 67 50
Stephenson..... 74 00
Puritan Motor..... 165 00
Connor, improved..... 51 25
Ottawa..... 51 25
Connor Ball Bearing..... 108 75
Connor Gearless Motor Washer.... 172 50
20 per cent.

WEINGERS

Royal Canadian, 11 in., doz..... 42 25
Improved Royal Canadian, 11 in..... 44 75
Eze, 10 in., per doz..... 43 25
Bicycle, 11 inch..... 54 25
Trojan, 12 inch..... 97 50
Challenge, 3 year, 11 in..... 45 75
Ottawa, 3 year, 11 in..... 52 00
Favorite, 5 year, 1 in..... 63 09
20 per cent.

WHEELBARROWS

Navy, steel wheel, dozen..... 21 20
Garden, steel wheel, dozen..... 32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in..... 0 70
" " 34 in..... 1 00
" " 36 in..... 1 25
" " neckyokes, 36 in..... 1 05
" " doubletrees, 40 in..... 0 95
" " lumbermen, 44 in..... 1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and
shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel
handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shove
handles, 50 p.c.
White ash whiffletrees and neckyokes,
All other ash goods, 40 p.c.
All hickory, maple and oak goods, except in
carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express
whiffletrees, 45 p.c.

WRENCHES

Agricultural, 67 1/2 p.c.

WROUGHT IRON WASHERS.

Canadian, 50 per cent.

Acme Steel Goods Co.	19	Dana Mfg. Co.	57	Kampfe Bros.	28	Pender, Jas. & Co.	24
Alubastine Company	56	Daniels, S. A., Ltd.	21	Kemp Mfg. Co.	30	Peterborough Lock Co.	inside back cover
Allan Hills Edge Tool	12	Deatur Bull & Co.	11	Kerr Engine Co.	inside back cover	Pink, Thos.	63
Anatite Roofing Co.	23	Dennis Wire & Iron Co.	19	Kyle, R. & Co.	24	Plymouth Cordage Co.	70
American Shearer Co.	23	Diekmann, Ferdinand	64	Laidlaw Bale Tie Co.	65	Putnam Mfg. Co.	58
Anti Splash Filter Co.	25	Directory of Manufacturers	20	Langwell & Sons	24	Queen City Oil Co.	41
Armstrong Bros. Tool Co.	25	Dioston, Henry, & Son	9	Leslie, A. O., & Co.	45	Ramsay, A., & Son Co.	51
Atkins, E. C., & Co.	1	Dominion Cartridge Co.	20	Lewis Bros., Ltd.	2	Reid, James	21
Atlas Mfg. Co.	24	Dominion Wire Mfg. Co.	6	Lion Metal Co.	58	Rigby, J.	17
Aylmer Pump and Scale Co.	62	Dorken	outside front cover	Lockerby & McComb	65	Robertson Mfg. Co., Ltd.	59
Bailey Underwood Co.	20	Dougall Varnish Co.	58	London Foundry Co.	64	Robertson, Jas. Co., Montreal	54
Banliss, Wm.	18	Dover Mfg. Co.	10	London Rolling Mill Co.	45	Rodgers, Jos., & Sons	20
Banwell Hoxie Wire Fence Co.	73	Enterprise Foundry Co.	55	Lufkin Rule Co.	inside back cover	Rolland, J. D.	60
Barber Asphalt Paving Co.	57	Enterprise Mfg. Co.	58	Lyssaght, John	outside front cover	Ross Rifle Co.	73
Barnett, G. & H. Co.	58	Ford Auger Bit Co.	19	McArthur, Alex., & Co.	66	Royal Polishes Co.	52
Bemis & Call Hardware & Tool Co.	58	Frothingham & Workman, Ltd.	4	McBrien Mfg. Co.	19	Samuel, M. & L., Benjamin, & Co.	22
Boker, H. & Co.	61	Galt Art Metal Co.	60	McDougall, R. Co.	26	Seymour, Henry T., Shear Co.	64
Hoston & Lockport Block Co.	59	Gendron Mfg. Co.	63	McGlashan-Clarke Co., Ltd.	61	Sharratt & Newth	25
Bowser, S. F., & Co., Ltd.	3	Gibb, Alexander	64	McKinnon Chain Co.	61	Shaw, A., & Son	51
Brandram-Henderson, Ltd.	49	Gilbertson, W., & Co.	17	MacMaster, R.	21	Sherwin-Williams Co.	43
Brantford Roofing Co.	29	Gillette Safety Razor Co.	24	Manufacturers' Sales Co.	59	Simonds Mfg. Co.	6
British American Assurance Co.	57	Gourock Ropework Co.	24	Maple City Mfg. Co.	70	Simonds Canada Saw Co.	85
Bryan, Thos., Ltd.	53	Greening, B., Wire Co.	19	Martin, S. B.	23	Smith Hardware Co.	69
Buffalo Mfg. Co.	24	Grove Chemical Co.	59	Martin-Senour Co.	49	Stairs, Wm., Son & Morrow	71
Burt, F. N., & Co.	26	Guelph Spring and Axle Co.	17	Maxwell, D., & Sons	57	Standard Chain Co.	54
Butler, Geo., & Co.	24	Gutta Percha & Rubber Mfg. Co.	outside back cover	Metal Shingle and Siding Co.	20	Standard Paint Co.	56
Cameron & Campbell	58	Hamilton Cotton Co.	25	Metallic Roofing Co.	23	Standard Paint and Varnish Co.	51
Canada Foundry Co.	50	Hamilton Stamp & Stencil Works	25	Metallic Roofing Co.	23	Stanley Rule and Level Co.	16
Canada Paint Co.	72	Hanson-Tilley, J. H., Co.	65	Milwaukee Grinder & Spec. Co.	51	Star Expansion Bolt Co.	28
Canada Sorew Co.	52	Harris, J. W., Co.	22	Montreal Rolling Mills Co.	47	Star Mfg. Co.	38
Canada Steel Goods Co.	45	Heintzel, R., Sons Co.	24	Moore, Benjamin, & Co.	49	Steel Trough and Machine Co.	25
Canada Wire Goods Mfg. Co.	45	Hilphill, T. W.	24	Morrill, Chas.	52	Stevens G. F.	41
Canadian Copper Co.	29	Hill, Jas., & Co.	25	Morris & Bailey Steel Co.	54	Stevens-Hepner Co.	18
Canadian Ferrosteel Co.	52	Hills Edge Tool, Allan	4	Morrison, James, Brass Mfg. Co.	26	Sprainator Co.	64
Canadian Oil Co.	29	Hobbies, Ltd.	53	Nagle, H., & Co.	58	Still, J. H., Mfg. Co.	inside back cover
Canadian Sales & Mfg. Co.	24	Hobbs Mfg. Co.	15	National Hardware Co.	22	Stratford Mfg. Co.	60
Canadian Hart Wheels	24	Horton Mfg. Co.	10	Newman, W., & Sons	24	Taylor-Forbes Co.	outside front cover
Canadian Rubber Co.	15	Howland, H. S., Sons & Co.	5	Nicholson File Co.	71	Terry, Herbert, & Sons	28
Canada Metal Co.	15	Hoyle, Robson, Barnett & Co.	18	Nickel Plate Stove Polish	58	Thompson & Gunn	24
Cartland, Jas., & Son	20	Humphreys, W. E., & Co., Ltd.	58	North Bros. Mfg. Co.	1	Toronto Furnace and Crematory Co.	17
Cavers Bros.	59	Hutton, Jas., & Co.	47	Nova Scotia Steel and Coal Co.	45	Toronto Plate Glass Importing Co.	25
Carver File Co.	outside back cover	Imperial Varnish and Color Co.	47	Oakey, John, & Sons	23	U.S. Steel Co.	29
Caverhill, Learmont & Co.	7	Inter-dependent Cordage Co.	62	Onida Community	inside front cover	Want Ads	14
Chesterman, Jas.	65	International Varnish Co.	52	Ontario Lantern and Lamp Co.	57	Watson Jack, & Co.	59
Chicago Flexible Shaft Co.	21	Iwan Bros.	58	Ontario Wind Engine and Pump Co.	59	Westenholm's Cutlery	8
Chicago Spring Butt Co.	24	Jack, Watson, & Co.	64	Ottawa Steam and Gas Fittings Co.	24	Western Assurance Co.	57
Clare, Little & Co.	69	James & Reid	25	Otterville Mfg. Co.	9	White Mop Winger Co.	25
Clauss Shear Co.	69	Jardine, A. B., & Co.	23	Owen Sound Wire Fence Co.	9	Whitman & Barnes Mfg. Co.	23
Collins Mfg. Co.	25	Jenkins Bros.	56	Paper Wire Fence Co.	64	Wilkes, Martin, Wilkes Co.	21
Connor, J. N., & Son	9	Jenkinson & Hardy	59	Parmenter Bullock Co., The	24	Winnipeg Ceiling and Roofing Co.	41
Copp, W. J., Sons & Co.	43	Jessop, Wm., & Son	59	Paton Mfg. Co.	67	Winnipeg Paint and Glass Co., Ltd.	43
Corbin Cabinet Lock Co.	52	Johnson's, Iver, Arms and Cycle Works	45	Pearson, Geo. D., & Co.	25	Woodstock Wagon Co.	43
Covert Mfg. Co.	25	Kains, J. M., & Co.	24	Pease Foundry Co.	41	Wright, E. T., & Co.	61
Crookes, Jonathan, & Son	63						
Cummer Douglass, Ltd.	55						
Cummings, P. R.	24						

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits. Ford Auger Bit Co., Holyoke, Mass.	Cable Dogs—Galvanized and Plain Star Expansion Bolt Co., New York	Drills Deatur Bull & Co., Montreal.	Dominion Wire Mfg. Co., Montreal.
Ash Sifters The McBrien Mfg. Co., Ltd., Toronto	Cans. Thos. Davidson Mfg. Co., Montreal.	Drills—Brick and Stone Star Expansion Bolt Co., New York	Montreal Rolling Mills Co., Montreal.
Awnings Bartlett, Wm., & Son, Toronto	Carriage Accessories. Covert Mfg. Co., West Troy, N.Y.	Drill Heads—Extension Star Expansion Bolt Co., New York	Ontario Wind Engine & Pump Co., Toronto.
Babbitt Metal. Canada Metal Co., Toronto	Carriage Springs and Axles. Guelph Spring and Axle Co., Guelph.	Electric Dry Batteries Electrical Specialties, Ltd., Toronto	Galvanized Iron John Lyssaght, Ltd., Bristol, Newport and Montreal.
Canadian Fairbanks Co., Montreal.	Cartridges. Dominion Cartridge Co., Montreal.	Emery or Corundum Wheels Canadian Hart Wheels Limited, Hamilton, Ont.	Glass Ornamental Toronto Plate Glass Importing Co., Toronto.
Frothingham & Workman, Ltd., Montreal.	Cattle and Trace Chain. Greening, B., Wire Co., Hamilton.	Electric Fixtures. Canadian General Electric Co., Toronto	Glaziers' Diamonds. Pelton, Godfrey S.
Robertson, Jas. Co., Montreal.	Chain Decatur Bull & Co., Montreal.	Enamelware Davidson Thos. Mfg. Co., Montreal	Sharratt & Newth, London, Eng.
Geo. Langwell & Son, Montreal	Chafing Dishes. Buffalo Mfg. Co., Buffalo	Engine Supplies, etc. Kerr Engine Co., Walkerville, Ont.	Ryall Tool Co., Montreal.
Bar Urns. Buffalo Mfg. Co., Buffalo, N.Y.	Chain Decatur Bull & Co., Montreal.	Escutcheon Pins The Parmenter & Bulloch Co., Gananoque, Ont.	Glue. Grove Chemical Co., Appleby Bridge, Eng.
Bath Room Fittings. Buffalo Mfg. Co., Buffalo, N.Y.	Chucks Ryall Tool Co., Montreal.	Fencing—Woven Wire. Dominion Wire Mfg. Co., Montreal.	Handies. Still, J. H., Mfg. Co.
Belting, Hose, etc. Canadian Rubber Co., Montreal	Churns. Connor, J. H., & Sons, Ottawa, Ont.	Files and Rasps. Barnett Co., G. & H., Philadelphia, Pa.	Hardware Specialties Smith Hardware Co., Ltd., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.	Clothes Reels and Lines. Hamilton Cotton Co., Hamilton.	Firearms and Ammunition. Decatur Bull & Co., Montreal.	Taylor-Forbes Co., Ltd., Guelph, Ont.
Bicycles and Accessories. Johnson's, Iver, Arms and Cycle Works, Fitchburg, Mass.	Cold Rolled Strip Steel The Morris & Bailey Steel Co., Pittsburgh, Pa.	Filters Anti-Splash Filter Co., Owen Sound, Ont.	Hinges Canada Steel Goods Co., Hamilton.
Binder Twine. Plymouth Cordage Co., N. Plymouth, Mass.	Counter Check Books. Carter-Orme Co., Toronto.	Fire Pots, Torches, &c. Otto Berns, Newark, N.J.	John Lyssaght, Ltd., Bristol, Newport and Montreal.
Bird Cages E. T. Wright & Co., Hamilton	Cordage. Hamilton Cotton Co., Hamilton.	Food Choppers. Enterprise Mfg. Co., Philadelphia, Pa.	Hockey Sticks Still, J. H. Mfg. Co., St. Thomas.
Boilers and Radiators Pease Foundry Co., Toronto	Corrugated Iron The Galt Art Metal Co., Galt, Ont.	Furnaces. McClary's, London, Ont.	Salvyards, E. B., Preston, Ont.
Taylor-Forbes Co., Guelph, Ont.	Cow Ties Greening, B., Wire Co., Hamilton.	Fire Escapes. Dennis Wire & Iron Co., London	Hoop Iron. Frothingham & Workman, Ltd., Montreal
Boats. Canada Sorew Co., Hamilton.	Cupridors. Buffalo Mfg. Co., Buffalo, N.Y.	Fire Pumps. Pease Foundry Co., Toronto.	Montreal Rolling Mills Co., Montreal.
Montreal Rolling Mills, Montreal	Cutlery—Razors, Scissors, etc. Caverhill, Learmont & Co., Montreal.	Galvanizing Canada Metal Co., Toronto.	Horseshoes and Nails. Montreal Rolling Mills, Montreal.
Starr Mfg. Co., Dartmouth, N.S.	Decatur Bull, Montreal.	Gas Meters. The Davidson Mfg. Co., Montreal.	Jas. Pender & Co., Ltd., St. John, N.B.
Bolts—Expansion Star Expansion Bolt Co., New York	Dorken Bros. & Co., Montreal.	Gas Meters. The Davidson Mfg. Co., Montreal.	Ice Cream Freezers North Bros. Mfg. Co., Philadelphia, Pa.
Brass Goods. Kerr Engine Co., Walkerville, Ont.	Douglas, R. & Sons Co., Newark, N.J.	Gas Meters. The Davidson Mfg. Co., Montreal.	Smith Hardware Co., Montreal.
Lewis, Rice, & Son, Toronto.	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	Ice Cutting Tools. North Bros. Mfg. Co., Philadelphia, Pa.
Morrison, Jas., Brass Mfg. Co., Toronto.	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	Injectors—Automatic. Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	Iron Pipe. Montreal Rolling Mills, Montreal.
Bridle Rings—Galvanized, Brass and Plain Star Expansion Bolt Co., New York	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	Iron Pumps. Aylmer Pump & Scale Co., Aylmer
Brushes Stevens-Hepner Co., Port Elgin	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	McDougall, R., Co., Galt, Ont.
Burners. Ontario Lantern and Lamp Co., Hamilton, Ont.	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	Jacks Covert Mfg. Co., Troy, N.Y.
Builders' Tools and Supplies. Canada Wire Goods Mfg. Co., Hamilton	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	Ladders Martin, S. B., Dalton, Ohio, U.S.A.
Caverhill, Learmont & Co., Montreal	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	Lamp Black. E. Fielding, Toronto
Covert Mfg. Co., West Troy, N.Y.	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	Lanterns. Thos. Davidson Mfg. Co., Montreal
Frothingham & Workman, Ltd., Montreal	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	Ontario Lantern and Lamp Co., Hamilton, Ont.
Hansen-Tilley, J. H., Co., Montreal	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	Kemp Mfg. Co., Toronto.
Hill, Jas., & Co., Ltd., London, England	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	Wright, E. T., & Co., Hamilton.
Howland, H. S., Sons & Co., Toronto.	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	Lawn Mowers. Maxwell, D., & Sons, St. Mary's, Ont.
Lewis Bros. & Co., Montreal.	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	Jas. Smart Mfg. Co., Brookville, Ont.
Lewis, Rice, & Son, Toronto.	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	Taylor, Forbes Co., Guelph.
Lockerby & McComb, Montreal.	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	
Lufkin Rule Co., Saginaw, Mich.	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	
Newman & Sons, Birmingham.	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	
North Bros. Mfg. Co., Philadelphia, Pa.	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	
Stanley Rule & Level Co., New Britain.	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	
Stevens, G. F., Winnipeg.	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	
Taylor-Forbes Co., Guelph, Ont.	Howland, H. S., Sons & Co., Toronto.	Gas Meters. The Davidson Mfg. Co., Montreal.	

HARDWARE AND METAL

Locks, Knobs, Escutcheons, etc
Corbin Cabinet Lock Co., New Britain, Conn.

National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.

Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents.

McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.
Lion Metal Co., Montreal
Clare, Little & Co. Saskatoon, Sask.
Smith Hardware Co., Montreal

Metals.

Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co., Montreal.

Metal Shingles, Sidings, Etc.

Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Mining Drills

Wm. Jessop & Sons, Sheffield, Eng.

Mop Wringers.

White Mop Wringer Co., Fultonville, N.Y.

Nails Wire

Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
McBrien Mfg. Co., Toronto
Parmenter & Bulloch Co., Gananoque
Jas. Pender & Co., Ltd., St. John, N.B.
United States Steel Products Export Co., Montreal.

Oilers

Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E. T., & Co., Hamilton, Ont.
Maple City Mfg. Co., Monmouth, Ill.

Oil Stones.

Canadian Hart Wheels, Hamilton, Ont.

Oil Tanks.

Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.

Den Wire & Iron Co., London, Ont.
Canadian Wire Goods Mfg. Co., Hamilton

Padlocks

Corbin Cabinet Lock Co., New Britain, Conn.

Paints, Oils, Varnishes, Glass.

Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Engl.

Canada Paint Co., Montreal.

Dods, F. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont.
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Paris Green

Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Perforated Sheet Metals.

Canada Wire Goods Mfg. Co., Hamilton
Greening, B., wire Co., Hamilton.

Plows.

The Paris Plow Co., Paris, Ont.

Portable Ovens

Warren Mfg. Co., Toronto

Portland Cement.

Thompson B. & S. H. & Co., Montreal.

Poultry Netting.

Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.

Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Decatur Bull & Co., Montreal.
Humphreys & Sons, W. R., Sheffield
Nixon & Winterbottom Sheffield Eng
Smith Hardware Co., Montreal

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

Reaper and Mower Supplies

Thos. Garfitt & Son

Registers

Hart & Cooley Co., New Britain, Conn.
A. Welch & Son, Toronto.

Rivets

Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque

Roofing Supplies.

Brantford Roofing Co., Brantford.
Barber Asphalt Co., Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto.

Rubber Stamps

Hamilton Stamp and Stencil Works, Hamilton

Rules and Gauges

Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.

Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Howarth, James, & Sons, Ltd., Sheffield, Eng.
Simonds Mfg. Co., Fitchburg Mass.

Scales.

Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screw-drivers

Decatur Bull & Co., Montreal.

Screws, Nuts, Bolts.

Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.

Clauss Shear Co., Toronto.
R. Heinisch's Sons Co., Newark, N.J.

Shaft Splice

Hercules Shaft Splice Co., Stratford, Ont.

Shovels and Spades.

Frothingham & Workman, Montreal.

Silverware.

McGlashan, Clarke Co., Niagara Falls.

Snaps

Covert Mfg. Co., Troy, N.Y.

Sprayers

Overs Bros., Galt, Ont.
Thos Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Stamped Metal Plates

Hamilton Stamp and Stencil Works, Hamilton

Steel—Cold Rolled Strip.

Morris & Bailey Steel Co., Pittsburg, Pa.

Steel Rails.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Steel Stamps

Hamilton Stamp and Stencil Works, Hamilton

Stencils

Hamilton Stamp and Stencil Works, Hamilton
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces

Burrow, Stewart & Milne Co., Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.

Davidson, Thos. Mfg. Co., Montreal
Gurney-Foundry Co., Toronto.

McClary's, London, Ont.

Pease Foundry Co., Toronto.

Jas Smart Mfg Co, Ltd, Brockville, Ont

Stove Repairs

Jones Bros., Toronto

Structural Steel.

The Hamilton Bridge Works Co, Ltd, Hamilton, Ont

Tackle Blocks

Boston and Lockport Block Co., East Boston, Mass.

Tacks.

Montreal Rolling Mills Co., Montreal.

Canada Screw Co, Hamilton

The McBrien Mfg. Co., Toronto

Tapes.

Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

1in Plate.

A. C. Leslie & Co., Montreal

Toe Calks

Jas. Pender & Co., Ltd., St. John, N.B.

Tools—All Kinds.

Howarth, James, & Sons, Ltd., Sheffield
Wm. Jessop & Sons, Sheffield, Eng.

Trade Checks

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WELL KNOWN BRANDS MADE IN CANADA BY

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IMPERIAL COTTON DUCK,
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A Western Sportsman's View of The ROSS SPORTING RIFLE

Crandall Beamish, writing from Onoway, Alberta, says:—

"The Sporting Rifle I bought of you is giving first-class satisfaction. It cannot be surpassed for accuracy and smoothness of action. I can heartily recommend it."

The same sentiment is expressed in hundreds of testimonials from all over the world. The points that are universally emphasized are—

Appearance - Accuracy - Reliability

There is no part of Canada from which these reports do not come, and there is not a town in Canada where Ross Sporting Rifles will not be in demand.

ROSS RIFLE CO. - - QUEBEC

Rest Assured

there will be no question at all of inferior quality, if you will insist on being supplied by your jobber with our

**WIRE BRIGHT, COPPERED
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All our products bear the Hall Mark of best workmanship and material. For forty years our goods have been recognized as of standard class. We also make:—Machine and Wood Screws, Stove and Tire Bolts, Bright Wire Goods, Rivets in Iron, Copper and Brass, Fence Staples, Wire Nails, Tacks.

CANADA SCREW COMPANY, Ltd.

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KERR'S GLOBE AND GATE VALVES



STRICTLY
HIGH GRADE.
TESTED &
PACKED

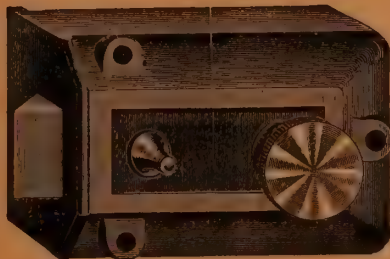
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BUSHLIN PATENT Knocked Down Rakes

The only way to buy your rakes is shipped knocked down. In this form they take up very little room and are easy to set up. Put in a stock of our rakes, and don't let your opposition secure the Rake Trade. Our Rakes are the Best, both in Quality and Finish. We make them both Wood and Wire Bow. :: :: :: ::

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ST. THOMAS, ONTARIO



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Don't You Realize

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The Peterborough Lock Manufacturing Company, Ltd.

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LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
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ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

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For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868.



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Black Diamond File Works

G. & H. Barnett Co.

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Twelve



Medals

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Nothing to equal them
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THE GUTTA PERCHA & RUBBER MFG. CO.
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We Can Offer From Stock or to Arrive Opening of Navigation

SICILIAN SULPHUR in bags or barrels.

"HOMCO" Brand Castor Oil.

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Rubber Belting. For Mines, Lumber Mills, Tanneries, Flour Mills, Grain Elevators, and General Factory Service.

Ask For These Brands: "PARA," "Lumber King" (for regular transmission), "Keewatin" and "Columbia" (friction surface— for high speeds and small pulleys), "Canadian" for conveying ore, grain, etc. No matter how special the conditions, we have a rubber belt guaranteed to do the work.

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Sheet Packings. "STAR" RED SHEET PACKING for highest pressure. "Canadian" Spiral and High Pressure Rings. Many other special Packings.

RUBBER MATS, MATTING and PLAIN RUBBER FLOORING— "Canadian" Interlocking Tiling, "Diamond" Inlaid Rubber Flooring, MOULDED GOODS and SPECIALTIES—For all purposes. RUBBER CLOTHING and a full line of rubbered textile goods. "Canadian" Automobile and Carriage Tires.

Write for our handsome catalogues, or drop a line to our nearest Sales Branch, and our representative will call upon you.

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NO. 17.

ANVILS BITS

HENRY BOKER

MANUFACTURER

OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

SPECIALITIES OF ALL DESCRIPTIONS

pliers Vices

For Sale by Leading Wholesale Houses.

CORRUGATED IRON

with this brand
means you are getting a



Soft, Light, Uniform Iron

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Makers
Bristol, Newport and Montreal

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"Empress" Ball-Bearing Mower

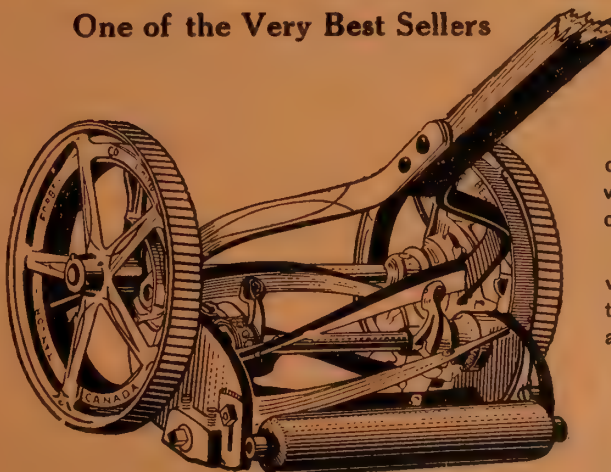
One of the Very Best Sellers

Open Cylinder

The workmanship and quality of materials used are the very best in every respect.

We guarantee every machine made, and we have a large assortment of styles to suit all requirements.

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10½-in. Wheels

All the wheels on our machines are three times the weight of any imported machine.

All our mowers are made with loose half boxes, so that they can be quickly and easily adjusted.

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Taylor-Forbes Co., Limited

Largest Manufacturers of Lawn Mowers in Canada

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Start the **BIGGEST** year right by buying
Saleable Goods, and Lines on which you can
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The handsomest, the best and the **ONE** Refrigerator that is
absolutely sanitary. The Refrigerator that has set the
people wild in its praise—and it "delivers the goods."

Made Entirely of Metal.—Not a splinter of wood in its construction. It
cannot warp, swell or decay—Will last a lifetime.

Absolutely Sanitary. No nasty corners, cracks or crevices for germs
and dirt to gather. All food is preserved sweet and wholesome—
without taint nor odor—The "White Frost" is the protector and
defender of the family health. 1

Round in shape with revolving and quickly removable shelves, it can be
thoroughly cleaned in a few minutes and kept clean.

Economical of Ice. Refrigeration is on natural and scientific lines.
Guaranteed to maintain an equable, cool, dry temperature in the
hottest weather.

A satisfactory record of five years demonstrates why the dealer who
sells the "White Frost" always has the Refrigerator trade
of his city.

Enameled in Pure White without and within. Trimmings
of solid brass, perfect lock, ball-bearing castors. A
handsome piece of furniture that at once attracts the
housewife.

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LEWIS BROS., Limited

Canadian Distributors

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Dear Bob: Buy me a
White Frost Re-
frigerator.

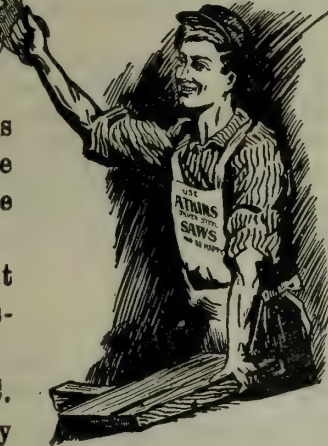
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Made
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Canada.

"The Finest on Earth."

Strictly High Grade. Made for the best mechanics who want, appreciate and will pay for the Finest Tools. They bring a good profit and satisfy your customer.

The name "E. C. Atkins & Co." on every blade.



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Hamilton, - Ont.

Home Office and Factory, Indianapolis,
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BUSHLIN PATENT Knocked Down Rakes

The only way to buy your rakes is shipped knocked down. In this form they take up very little room and are easy to set up. Put in a stock of our rakes, and do not let your opposition secure the Rake Trade. Our Rakes are the Best, both in Quality and Finish. We make them both Wood and Wire Bow. :: :: :: ::

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J.H. STILL MFG. CO., Ltd.
ST. THOMAS, ONTARIO

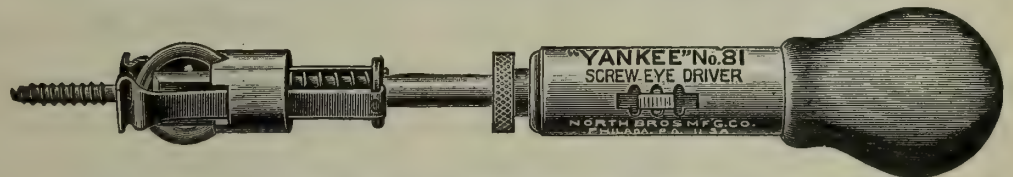
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SOME NEW STYLES—HAVE YOU SEEN THEM?

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SELLING
TOOLS
and are
WITHOUT
EQUAL
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QUALITY
and
EFFICIENCY
in
PRACTICAL
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"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



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ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



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CORRUGATED IRON

Three Points of Superiority in Our Galvanized Corrugated Iron:

Only the finest COLD-ROLLED steel is used, because cold-rolled steel is a much tougher and finer material than the hot-rolled article.

The steel, to pass our rigid inspection, must be properly galvanized—guaranteed a perfect, even, bright coat. The poorly coated material is not as good as painted black iron.

Then the corrugations of our corrugated iron are absolutely uniform. They are PRESSED ONE AT A TIME, not rolled; for with the rolling process the corrugations are not uniform, and will not fit accurately.

It's absolute perfection in workmanship and quality of material used that make *our* galvanized corrugated iron SUPERIOR TO ALL OTHERS.

Flat or curved—galvanized or painted.
Any size or gauge.

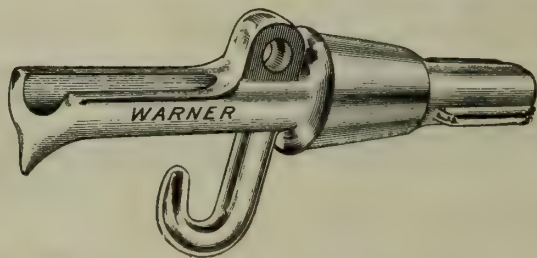
Our special prices on car lots or season's requirements will interest you. Send for our new catalogue—No. 70. It contains interesting information on the roofing question.

MANUFACTURERS OF SHEET METAL BUILDING MATERIALS



1918

The Warner Sap Spout



Produces More Sap
than any other make

"Runs Sap Early and Late"

Strongly made of Tinned, Malleable Iron—will not break.

No rossing of the trees necessary—no injury to the bark.

The construction gives it a greater sap capacity than any other spout.

No wind or weight of sap in the bucket can pull the spout out of the tree.

It does not leak, and is easy to insert and just as easy to remove.

The tapering portion dams the sap hole and every grain of wood severed is left free to run sap.

Takes a 7/16 Bit

Write for Sample and Prices

The Thos. Davidson Mfg. Co., Limited, Montreal and Winnipeg

Sold on merit—never on bluff.
The biggest heat value in the world for
the money.

“ALUMINO” and “ELECTRIC” OIL HEATERS

Sell on sight and stay sold. Neighbor tells neighbor and each sale sells another. A business building Heater.

The only Oil Heaters in the world which heat from the sides and bottom, as well as from the top.

No smell, no smoke, no danger, no trouble. A furnace for heat. No other Oil Heater on earth so good, so safe, so satisfactory. Handsome in design and finish; without a flaw. But it's the inside—Just note the construction of this wonderful Safety Burner.



A—Flame Spreader; B—Air space outside of wick; C—Air Space inside of Wick Tube; D—Wick; E—Outside Casing to Burner; F—Air Space between Fount and Outside Casing; G—Fount for Oil, entirely separate from Burner; H—Feed Pipe carrying oil from Fount in Burner.

The Grand “Safety Burner”

that makes them the biggest heat value in the world for the money. Note construction of “Safety Burner” above.

Send for descriptive books—pass them out to your customers. You cannot well afford to sell an inferior heater. You can not afford to sell your trade anything but the best—here's your chance.

P. S.—We stand behind this: “Money back if the Heater proves unsatisfactory.”

Made in four sizes.

LEWIS BROS., Limited

Exclusive Canadian Distributors

Ottawa

Toronto

MONTREAL

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GREEN GRASS

will soon be here. The Spring warmth assures that.

Have you placed your order yet for

RUBBER HOSE?

If not, we want your hose business this season

LARGEST STOCK IN THE TRADE

**Get Our
Prices**



**Made from the
best material**



**Sell
The Best**



**A good Buyer
never hesitates**



**Now is
your chance**

Why not carry a stock and get the business? These are the brands that will make you a reputation.

We Ship Promptly

Ask our Travelers about this Line.

We Ship Promptly

FROTHINGHAM & WORKMAN, Ltd.



Montreal

Wholesale Hardware and Iron Merchants

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Canada



C.L. & Co.'s PROFIT MAKING Specialties

For Live Hardware Stores

Dealers make \$1.00 on each

Bissell's New

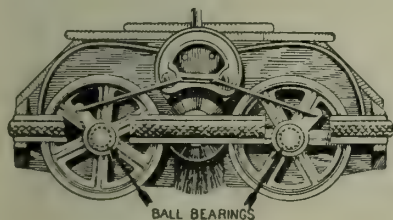
Ball-Bearing

**Grand Rapids
Carpet Sweeper**
they sell.

That's good profit,
is it not?



We furnish six assorted finishes in a case with either Japanned or nickel-plated trimmings.



BALL BEARINGS

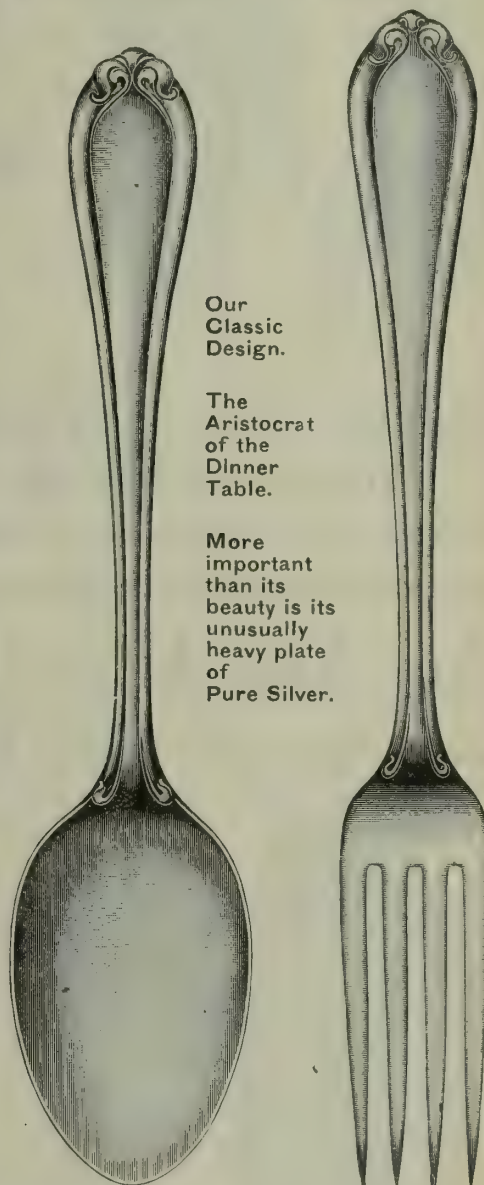
Attractive Electros
free for advertising

Wholesale Distributors

Caverhill Searmont & Co

Montreal and Winnipeg

Until you take up the sale of
COMMUNITY SILVER
you'll not be satisfied with
your Silverware Trade.



Our
Classic
Design.

The
Aristocrat
of the
Dinner
Table.

More
important
than its
beauty is its
unusually
heavy plate
of
Pure Silver.



Registered

QUALITY

is the potent force that has placed

"Crescent Brand" Butts and Hinges

in the proud position they now occupy in the realm of Hardware. Whether judged from the standard of "appearance" or that of "intrinsic worth," there can be no question of "Crescent Brand Superiority."

The prices are not any higher than is asked for the inferior makes.

Merchants who desire the Builders' and Contractors' Orders

cannot afford to stock any Butts or Hinges that are not made by

CANADA STEEL GOODS COMPANY, Ltd.
MANUFACTURERS, - - HAMILTON, CANADA

Are You After the Delivery Can Business in Your Locality?



Style "E."

- ¶ If so, you are handicapped unless you handle the "Samson" line.
- ¶ We have these in six styles of four sizes each.
- ¶ Notice the steel barrel handles and Samson bottom.

A FEW OF THE SIZES:

Nos.....	6	8	10	12
Each....	\$5.00	\$5.50	\$6.00	\$6.50
Nos.....	60	80	100	120
Each....	\$5.00	\$5.50	\$6.00	\$6.50
Nos.....	06	08	010	012
Each....	\$4.50	\$5.00	\$5.50	\$6.00

- ¶ Consider the Samson line before purchasing.



Style "G."

McCLARY'S

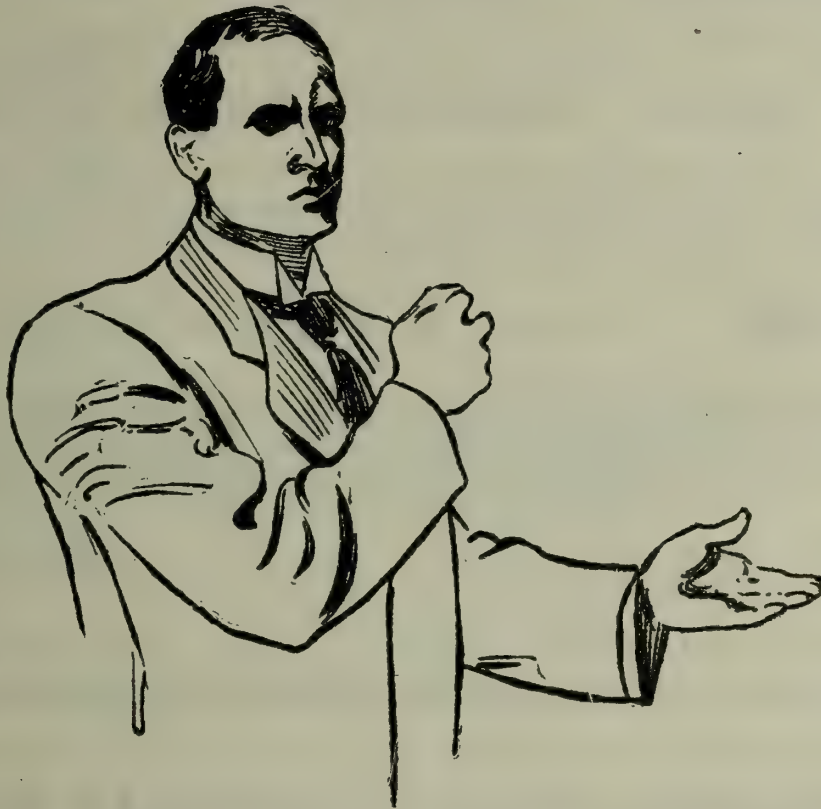
London
Montreal

Toronto
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St. John, N.B.
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Goods Worth Having



We don't ask you to buy inferior goods for the sake of a little saving in cost. We make sure of your satisfaction and your customer's satisfaction by insisting on quality, and full security as regards value and service. We could cheapen many of our lines without it showing in the looks, but the prime factor with us at all times is quality, with prices consistent with such quality.

You can safely entrust your orders to us because of this very element of satisfaction. We want your business on the basis of thoroughly deserving it, with never any skimping of workmanship for the sake of a cheaper price, and never any room for goods of uncertain value.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

Toronto

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

For solid profit-making

during the coming spring, there is no line of

Brushes, Brooms and Wood Ware

the equal of Bryan's in quality, finish and workmanship. They are, moreover, a worth while proposition to handle!
Send for prices. Illustrated Catalogue sent on request to responsible dealers.

Thomas Bryan, Limited, London, Canada

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton



Simonds "Crescent Ground" Cross-Cut Saws



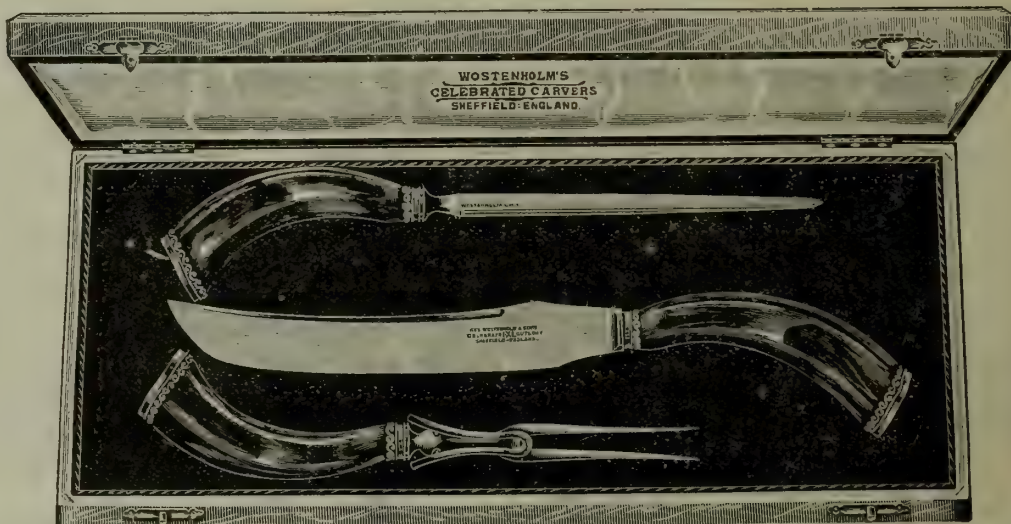
The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q., Vancouver, B.C., St. John, N.B.

Wostenholm's Fine Sheffield Cutlery

I-XL CARVERS IN CASES



Hand-forged Blades. Genuine Russian Wild Boar Tusks. Sterling Silver Mounts in velvet-lined union cases. Also made in five-piece sets. The most exclusive pattern yet produced.

A. MACFARLANE & CO., MONTREAL, Canadian Representatives



"You'll use a Disston Saw, too, some day."

There is something about a perfect implement which lends authority to the hand behind it.

Disston saws, files and tools possess the same masterful qualities that characterize the great establishment in which they are created.

The feel of them conveys an idea of the substantial; suggests precision, accuracy, efficiency, endurance.

Disston Saws made half a century ago are in use to-day—family heirlooms passed from one generation to another.

Improvement of that high quality of material, temper, design and workmanship put into the Disston Saws of 1840, has kept pace with steadily increasing requirements of saws and with the great growth of the Disston plant.

Disston's is the only saw, file and tool establishment in the world that makes the steel for its full line.

Implements of Disston Brand outwork and outwear all other tools. Do your work with the best tools made.

If you are unable to obtain the DISSTON Brand, write us and we will see that you are properly supplied.

HENRY DISSTON & SONS

INCORPORATED

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA, U.S.A.



Simplicity of Gearing

is a prominent feature of the

"Winner" Rotary Washer (Style No. 2)

which makes it not at all liable to get out of order. Roller bearings carry all the weight, and make this machine very easy-running. The washboard surface is corrugated. The appearance and

finish of the "WINNER" ROTARY are very attractive, and you will find it a splendid seller and satisfaction-giver. Write for details and prices.



**J. H. Connor &
Son, Ltd.**

OTTAWA,
ONT.

"Safe Lock"

and

"Canadian Monarch" Fences

We can fit you out with both a "staple" lock and a "wrapped" lock fence of all number Nine wire. No other one fence company in Canada is so situated and prepared to meet all requirements, and those who handle our two lines of fencing have as complete a variety as if buying from two or more firms.

Write us for particulars and agency for Fence, Gates, etc.

THE OWEN SOUND WIRE FENCE CO., Limited


OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.

BRANDON,

MAN.

Bissell's 1910 Easter Offer



TO OUR CUSTOMERS:

Grand Rapids, Mich., March 1st, 1910.

Not wishing to disappoint our customers, and to maintain our record of sales promotion during the Spring House Cleaning Season, we have concluded to repeat our liberal offer of a year ago, and furnish free one nickel trimmed Ball Bearing "Grand Rapids" with orders for one dozen or more sweepers.

With an order calling for one dozen or more high-grade Bissell sweepers, goods to be shipped between now and May 1st, we will include *free* one only nickel trimmed "Grand Rapids" sweeper. Ball Bearing, as payment for displaying and advertising our goods during the Spring House Cleaning Season.

We beg to emphasize that this does not mean a free sweeper with each dozen ordered. Some misunderstandings have occurred in the past through the dealer supposing that he could order of us and get the benefits of a special offer and then order of the jobber and secure the same advantages. This is a mistake. No dealer may secure more than *one only sweeper free*, under the terms of our Easter Offer, no matter how many orders he places with the jobbers or with ourselves.

Our new Ball Bearing Sweepers are now in demand everywhere, and their selling qualities may be judged by the fact that three-fourths of our business is made up of the Ball Bearing, proving that the trade and consumers alike promptly recognized the superiority of these sweepers. *It is well to remember that the Ball Bearing Sweeper pays you the best profit, as we fix the retail price 25c. per sweeper higher on the Ball Bearing than on the old style "Cyclo."*

Please bear in mind that the Easter order blank must be signed and returned if you want to obtain all the benefits of the Easter Offer.

Yours very truly,
BISSELL CARPET SWEEPER CO.,
 Robt. E. Shanahan, Sec'y and Gen'l Mgr.



Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
 Hardened All Over—Outwear Two of the Soft Kind.



SHORT RATCHET
 For Morse Taper.

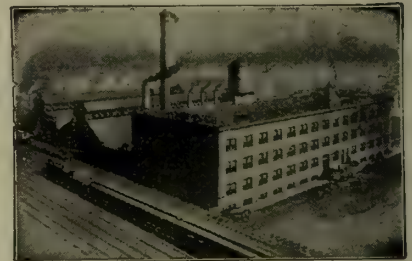
UNIVERSAL RATCHET

Two inches of motion at end of handle, **IN ANY DIRECTION**, will drive the Drill.

Patented Nov. 8, 1898,
 Sept. 29, 1900.

When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

LET US SEND YOU A CATALOG.



OUR NEW LINE



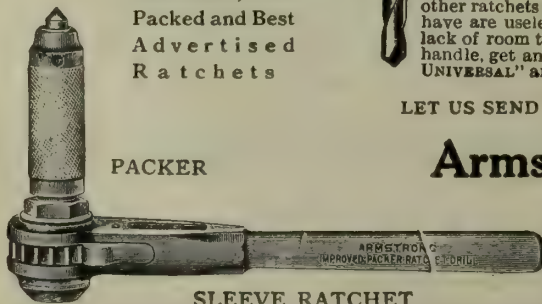
"STANDARD" REVERSIBLE RATCHETS

"Hard-to-Please" USERS prefer **ARMSTRONG RATCHETS**

They stand the racket.

DEALERS!

Do you want the Best Made, Best Packed and Best Advertised Ratchets



PACKER

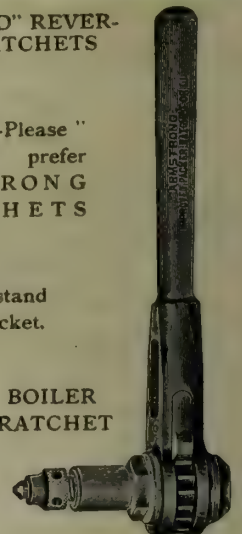
SLEEVE RATCHET

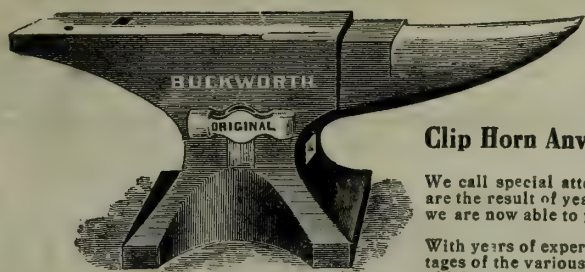
Armstrong Bros. Tool Co.

"The Tool Holder People"

306 N. Francisco Avenue, Chicago
 U. S. A.

BOILER RATCHET





BUCKWORTH

Solid Wrought General Blacksmiths' and
Clip Horn Anvils, with Crucible Steel Face : : :

We call special attention to our Farrier's Clip Horn Anvils. These Anvils are the result of years of careful study on our part of the Farrier's wants, and we are now able to present an anvil that is perfection.

With years of experience and careful study of the advantages and disadvantages of the various makes of anvils on the market, we here present an anvil which is as near perfect as it is possible to be. The size of face, length and fullness of horn and depth of drop have all been considered. We defy a better shaped anvil for general blacksmithing.

Every genuine **BUCKWORTH** Anvil is made of the best Wrought Iron and faced with the best Crucible Cast Steel, carefully tempered and tested to secure absolute uniformity. The **BUCKWORTH** Anvil is made by the latest improved methods. Top and bottom are each one solid piece, and only one weld at the waist.

The steel faces to these anvils are all put on in one solid piece.

NOTE.—That every genuine **BUCKWORTH** Anvil is stamped the name **BUCKWORTH** together with the word "original" on a hammer.

Anvils, 40 to 600 lbs., carried in stock

BUCKWORTH FARRIER KNIVES are superior in Quality and Grinding

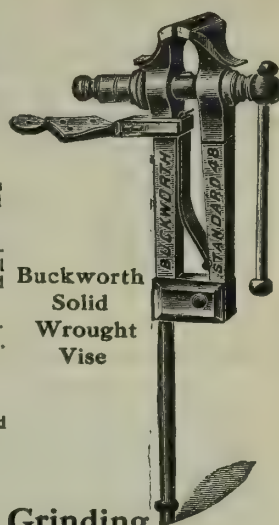
Malleable
Handles

Adjustable Blades



Buck
Handles

Secure
Blade



Buckworth
Solid
Wrought
Vise

Write **DECATUR, BULL & CO.**

SELLING AGENTS.

MONTREAL, CANADA.

For
Catalogue

How About Your Oil-Stove Business?

¶ Are you going to keep up-to-date and clinch it with the "FLORENCE-AUTOMATIC" line, or stay in the same old rut and compel your trade to secure the "Florence" elsewhere?



NO. 3 LOW—Three powerful Burners—Oil Reservoir holds one gallon—Height, 17 in. Top, 16 x 35 ins. Weight, crated, 64 lbs.

¶ The class of oil stove you buy this season decides the number of oil stove customers you will have the following season. We handle the "FLORENCE-AUTOMATIC" which is undoubtedly the best on the market. It is the stove that will give satisfaction, for it is constructed with the view of reducing and eliminating the objectionable features in other oil stoves, and the success which accompanied this endeavor eclipsed our highest aims. We have them in both the high and low styles, with either two or three burners.

¶ Try two or three NOW and place them in your window. They are a good selling line from the point of quality and profit also.

London, Toronto
Montreal Winnipeg

McCLARY'S

Vancouver, St. John, N.B.
Hamilton, Calgary

**Bench Axes, Chisels,
Draw Knives, Chopping Axes**

One Good Tool Sells Another



The maker's name attached to a good tool is generally accepted as an argument in favor of any other tool bearing the same name.

That's why it is better policy to stock the complete line of a reliable maker, rather than to carry an incomplete assortment of several makes.

Our complete line of Edge and Lumbering Tools offers you the most desirable opportunity to specialize.

All our tools are manufactured under the supervision of steel experts. We have secured the services of the head chemist of Wm. Jessop & Sons, Sheffield, England, who is attending to the proper hardening and tempering of all steel used in our tools.

Every tool bearing our mark will, by its superior quality, recommend our entire line to your customers as absolutely reliable tools.

The accompanying illustration shows our "Forest King" Axe. This axe is guaranteed Inserted Steel. You will find it greatly superior to the Over Coated Steel Axes that are being offered.

Allan Hills Edge Tool Company, Limited

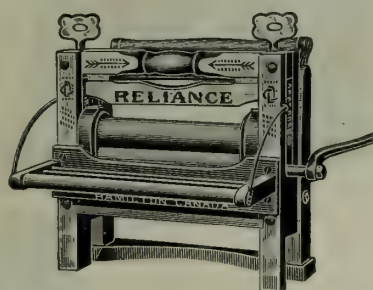
GALT

N. J. Dineen, Western Representative

ONTARIO

**Striking Hammers,
Peavies, Cant Hooks**

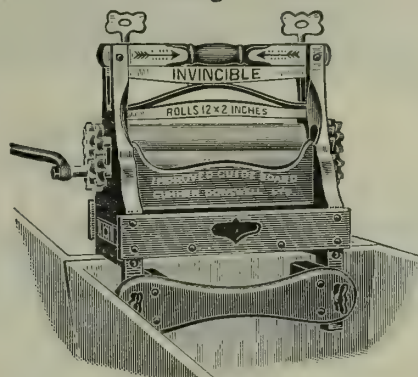
When your Customers ask you for **GOOD CLOTHES WRINGERS**



The Answer is



and you give **BETER VALUE** than you can by selling
any other make. And give **ALL THERE IS** in
Wringer service.



They are

The **BEST MADE**

and

The **BEST KNOWN.**

Superior Wringers in Every Respect,
and will Out-Wear and Out-Wring any
Wringer on the Market.

Cummer-Dowsell, Makers, Hamilton, Ont.

LIMITED

W. L. Haldimand & Son, Montreal, Eastern Agents.

LEADED ART GLASS

Lead work is only one of our many lines, but we make it a specialty. We are prepared to fill all your orders for any kind of GLASS and you will always find our prices right.



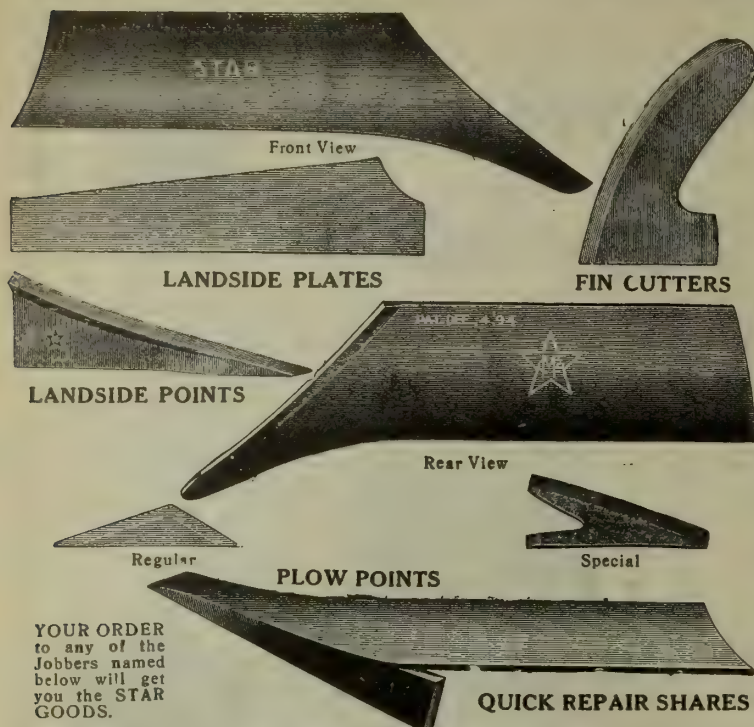
Design No. 350. See
Catalogue,

Our stocks of PLATE, SHEET and FIGURED GLASS are large and complete, and prompt shipment can always be relied on

HOBBS MANUFACTURING CO., LIMITED

LONDON WINNIPEG TORONTO
MONTREAL

SHAPES—For Blacksmiths' Plow-Repairing



YOUR ORDER to any of the Jobbers named below will get you the STAR GOODS.

WOOD, VALLANCE, Limited - Winnipeg, Man.
J. H. ASHDOWN HARDWARE CO. - "
MARSHALL WELLS CO. - "
MILLER-MORSE HARDWARE CO. - "
D. ACKLAND & SON - "
WILKINSON, KOMPASS & HAWKEY - "

HANBURY HARDWARE CO. - Brandon, Man.
PEART BROS. HARDWARE CO. - Regina, Sask.
ROSS BROS. - Edmonton, Alta.
C. KLOEPFER - Que ph, Ont.
JAMES COWAN & CO. - London, Ont.
WILKINSON & KOMPASS - Hamilton, Ont.

WRITE US FOR BOOKLET

STAR MFG. CO., - - - Carpentersville, Ill, U.S.A.

CORBIN'S

No. 400

Padlock
Display
and
Stock
Cabinet



Cabinet, Trunk,
Suit-Case Locks
and Trimmings,
Miscellaneous
Hardware, Keys
and Key Blanks.



CORBIN CABINET LOCK COMPANY
NEW BRITAIN, CONN., U.S.A.

NEW YORK CHICAGO PHILADELPHIA

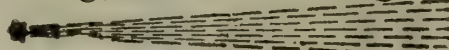
A Great Selling Team

¶ Buyers must be moved through several steps to be brought to the buying point.

¶ They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action—to closing.

¶ Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.

GILBERTSON'S



COMET Galvanized Sheets

Guaranteed to double seam—are not as high in price as OTHER brands, but are fully equal in quality and finish.

Made by W. GILBERTSON & CO., LTD.,
Pontardawe, South Wales

Represented by

ALEXANDER GIBB,
13 St. John St. MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs. All machine shops and railway shops should have it. Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description

A. B. JARDINE & COMPANY
Hespeler, Ontario

Ask US to quote you for

PARIS GREEN

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience; and know that we can compete

HOYLE
ROBSON
BARNETT & CO.
LTD.

HEAD OFFICES:
35 CLOSE, NEWCASTLE-ON-TYNE,
ENGLAND

CONTRACTORS TO
H. M. ADMIRALTY and WAR OFFICE

**Don't
Wait for
Business!**

**Get
After
It!**



YOU WILL GET your full share
Wire Cloth Trade, if you are

of the Summer Window Screen
handling our

RUSTLESS WIRE CLOTH

Every householder looks to his Screen Doors and Windows to promote his summer comfort, and you'll find no brand so satisfactory to handle as Greening Window Screening. Full details of the many kinds we make in our illustrated catalogue, 1909 issue.

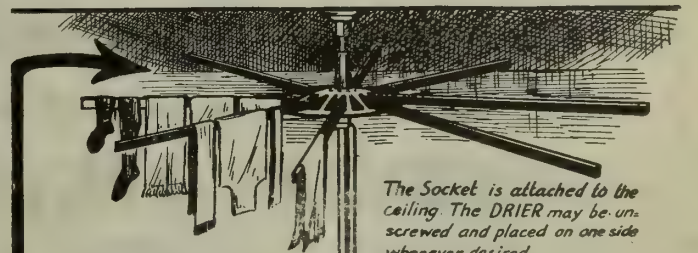
The B. Greening Wire Company, Limited

Hamilton, Ont.

Montreal, Que.

Young man with good
retail experience to travel
for our circulation depart-
ment—Good chance for
promotion.

MACLEAN PUB. CO.
TORONTO AND MONTREAL



**Labor-Saving
Devices Sell!**

Here's a dandy, the

**MAPLE LEAF
CLOTHES DRIER**

Saves time and toil, and will influence
other family trade your way.

Instantly adjusted for use, and packs
away into small compass when not re-
quired.

Is neat in appearance and hangs close
to the ceiling—the hottest part of the room.

A line with big profit possibilities. Try a dozen.
Send for prices and leaflet to-day.

RONALD MacMASTER, - Vancouver, B.C.

Ontario Sales Agents: STEWART & CO., 122 Wellington St. W., Toronto



Adds 50%
to the
appearance
of your
store—

and helps sell goods

Progressive merchants are beginning to realize the value of a handsome ceiling as an aid in selling goods. One of our PRESTON Metal Ceilings adds 50 per cent. to the appearance of a store. It assists materially in creating that air of up-to-dateness which is essential in influencing the mind of a prospective customer in favor of your goods. Your neat shelving and counters will appear to greater advantage; your silent salesman will be more effective; when you erect a PRESTON Metal Ceiling. Remember, a common ceiling *subtracts* from the up-to-date appearance of your store, whereas a PRESTON Metal Ceiling *adds* to it. In fact, a PRESTON Metal Ceiling would be a big advertisement for your store. It would be a great assistance to you in selling our metal ceilings, which are profitable for you to handle. Get our book of Colonial, Louis XIV and Gothic designs at once—also our prices, terms, etc.

Metal Shingle and Siding Co., Limited - Preston, Ont.

Branch Office and Factory: Montreal, Que.

“NOTHING SUCCEEDS LIKE SUCCESS”

If you would be successful, you must handle the goods of SUCCESSFUL MANUFACTURERS.

“DOMINION SPECIAL” FIELD FENCE

“*The Landmark of the Future*” is manufactured by a most successful company, whose highly satisfactory position has been attained by putting “QUALITY FIRST.”



Kindly consider our MIXED CARLOAD proposition.

The advantages are many.

Our lines are numerous, and a MIXED CARLOAD might contain: FENCE STAPLES, BARBED WIRE, PLAIN WIRE, GALVANIZED WIRE, COILED SPRING WIRE, BRIGHT WIRE GOODS, WIRE NAILS and WOOD SCREWS, etc., etc.,

also

“DOMINION SPECIAL”
FIELD FENCE

BUY “DOMINION” GOODS and YOU SECURE BEST QUALITY.

Dominion Wire Manufacturing Co., Limited - Montreal



BIG BANNER

—FREE—
To Fishing Tackle Dealers

The banner is 30x48 inches in dimensions, made of heavy weather-proof canvas with rings in corners for securely tying, in three colors.

- A—Red background with white letters.
- B—Blue background with white letters.
- C—Yellow background with black letters.

We will mail it free to any fishing tackle dealer who will use it. State which color you want. It makes a splendid lasting outdoor or indoor display sign. It helps to attract to your store the regular trade for "BRISTOL" Rods, and all of the others who are becoming interested in fishing and in "Bristol" Rods through our double-page advertisements in the sporting journals and our big advertising schedules in the general magazines.

THE HORTON MFG. CO., BRISTOL, CONN.,
U.S.A.

TO ANY MERCHANT: If you don't already handle "BRISTOL" Rods but would like to make money by supplying the demand which we are creating, write immediately and we will tell you all about our proposition.

Cut out this coupon and mail at once
To The Horton Mfg. Co., Bristol, Conn. H. & M.
Please Send color (Choose one)
Your Name
Street Address
City State

Stewart Clipping Machines

—SELL FAST DURING—

February, March and April
THEY YIELD A GOOD, QUICK PROFIT

No horse clipping machine ever made sells so fast or gives such good satisfaction as this

Stewart No. 1 Ball Bearing Machine

List for Canada, \$9.⁷⁵

Every machine sold under a positive guarantee that it must please your customer or money refunded, including transportation.

Your jobber has them. Write for free advertising matter.

Chicago Flexible Shaft Co., 250 Ontario St., Chicago



TINPLATES

COKE - CHARCOAL

WRITE FOR PRICES

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.

WARDEN KING & SON
Cast Iron Founders.

MONTREAL, June 1901.

J. W. HARRIS Mfg. Co., Ltd.,
City.

GENTLEMEN:-

We have been using your "J. W. Harris Rotary Ventilators" for the past three years, and would say that they have given entire satisfaction and are certainly all that you claim for them.

Yours Respectfully,
WARDEN KING & SON.

Made by

The J. W. Harris Mfg. Co., Ltd.

CONTRACTORS
Montreal



THE BEST BUILDERS USE ONLY

Steel Rim Locks

and the strongest, safest and most durable
Steel Rim Locks are

NATIONAL BRAND



Order from your Jobber.

NATIONAL HARDWARE CO., Limited

ORILLIA

ONTARIO

CANADA

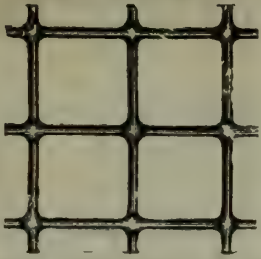
CANADA WIRE GOODS MFG. CO.

Manufacturers of every kind of

**Iron, Steel, Brass and
Copper Wire Cloth**

*Crimped and Pressed Wire Work
of all Kinds*

HAMILTON - - ONTARIO



Slow Collections Cured

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

WE KNOW HOW!

The Beardwood Agency

313 New York Life Building - MONTREAL

CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

THOS. GARFITT & SON

SHEFFIELD — ENGLAND

Manufacturers of

Reaper and Mower Supplies
Sections, Guard Plates
and Complete Knives by a
new process which gives very
fine results.

REPRESENTATIVES

JNO. L. RICHARDSON & CO.
65 Front St. E. - - - TORONTO

BEST SELLER of the season

"DAISY"



Indoor
Sanitary
Earth
Closet

Neat

Compact

All Metal

Ventilated

The Daisy is all Metal except the hardwood seat. No odors can permeate it. Easily set up and sanitary.

PRICE \$10.00

Liberal Discount to the Trade.
Write for Descriptive Circular.

**The Toronto Furnace and
Crematory Co., Limited**

72 King St. East, - Toronto

Oakey's

The original and only Genuine
Preparation for Cleaning Out-
lettery. 6d. and 1s. Oakey's

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

THE WHITE MOP WRINGER COMPANY

offers the Largest Line of Mop
Wringers in the World. Latest
improvements. Up-to-date.
Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to oper-
ate, wrings driest, and is the
most durable on the mar-
ket. Adapted to sheet iron
or wooden pails. Free dis-
play rack. Liberal discounts.
Write to-day for catalog!

MADE IN CANADA

**WHITE MOP
WRINGER CO.**

Fultonville, N.Y.

Manufacturers
of Mop
Wringers
exclusively



This
Trade Mark
Insures
Genuineness
Originality
Perfection
Satisfaction



Tell Them You Saw it in Hardware and Metal.
The Advertiser Will Appreciate It.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

F. N. BURT COMPANY, Limited
TORONTO

Counter Check Books

"GET THE BEST"

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - - Birmingham

J. M. KAINS & CO.

MANUFACTURERS' AGENT

83 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware
Specialty. Highest References.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S
SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webbush & Hilger, Limited, special New York
Representatives, 106-110 Lafayette Street

GALVANIZING.

GALVANIZING.

Work and Prices Right
ONTARIO WIND ENGINE & PUMP
CO., Limited
Toronto, Ont.

T. W. HEMPHILL & CO.,

Manufacturers' Agents

Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings,
Axle Nuts, etc., etc.

Manufactured by

P. KYLE, Merrickville, Ontario

Catalogue furnished on application

We have competent Salesmen.
Best Facilities for Distributing and Storing

M. B. ANTHONY & CO.

MANUFACTURERS' AGENTS

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Correspondence solicited.

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Anti-Splash Tap Filters

The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers.
We supply display cards that sell them.

Write for Prices and Sample.

The Anti-Splash Filter Co.
OWEN SOUND - - - ONTARIO

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manu-
facturers' Agents. Cars Distributed, Warehoused
and Forwarded. Warehouse on Trans-
fer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOMPSON & GUNN

333 Gore Avenue, VANCOUVER, B.C.

Famous "RELIANCE" Hot Water BOILERS
and "IDEAL" Hot Air FURNACES
MODERN "ALASKA" STEEL RANGES

Cooking and Heating Stoves

WRITE FOR PRICES

FURS.

FURS

Do you trap or buy
Furs? I am Canada's
largest dealer, I pay
highest prices. Your
shipments solicited.
I pay mail and ex-
press charges; remit
promptly. Also largest
dealer in Beethides,
Sheepskins, etc. Quotations and shipping tags
sent free.

JOHN HALLAM, TORONTO

Birkmyre's Waterproof Horse Covers

SOLE MANUFACTURERS

The Gourock Ropework Export Co., Limited
(of Scotland)

Montreal, 28-30 St. Peter St.

Winnipeg; 132-134 Portage Ave., East

P. R. CUMMING

Manufacturers' Agent

Hardware, Hardware Specialties
Housefurnishings, Woodenware, Etc.
Car Shipments a Specialty

Correspondence Solicited

347 Pender St. W. - VANCOUVER, B.C.

FLOOR TILING.

THE NEW PAVING

Semincostic—Reg'd No. 316749

Beautiful Strawberry Red color, washes clean every
time. A Semincostic floor is a perpetual pleasure. In
strips, squares, hexagons, octagons, etc.

1/6 yd. super THE PRICE 1/6 yd. super
Agencies Invited

BROMYARD TILERIES LTD. - BROMYARD, ENGLAND.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American
Manufacturers. Correspondence invited from
firms wishing to be represented.

METAL PRODUCTS.

Established 1880

NEITHER FICTITIOUS NOR EXORBITANT

ORDER AND USE

LANGWELL'S BABBITT

GEORGE LANGWELL & SON, Makers, MONTREAL

NAILS.

JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp } Best in Canada
Horse Nails, Etc.

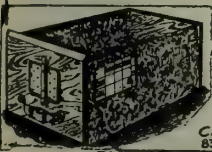
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

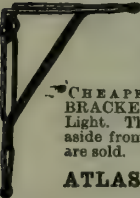
SHELF BOXES.

Goods Well Displayed are Half Sold !



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
85 Richmond St. W. Toronto.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be **NOTHING BETTER, NOTHING CHEAPER** than the **BRADLEY STEEL BRACKET**. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

FEED COOKERS



MAKE MORE MONEY

Put in a stock of
FEED COOKERS

We make all sizes
Write
JAMES & REID
PERTH, ONT.
for catalogue and prices

SPRAYERS



HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruits, vegetables, disinfectants.
SEND FOR CATALOGUE AND PRICE LIST
COLLINS MFG. CO. TORONTO

SOLDER

TINKERS' SOLDER

Bars to the lb. Our Phone No. is Main 1729
We will be pleased to quote you.

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

SNAPS.

COVERT MFG. CO., TROY, N.Y.



No. 70 Polo
The Steel Spring Snap
that has a "snap."



No. 400 King
The Snap without a
peer

TOOLS.



ONE
with an assortment
of Cutters
EQUALS A DOZEN
FORGED TOOLS.

ARMSTRONG PLANNER TOOLS
Are ALWAYS ready for use
7 Sizes. Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave. Chicago, U.S.A.



VENTILATORS.



Ventilators and Chimney Cowl
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO
Factory 55 St. Paul Street
Office 107 St. James Street
MONTREAL



Lawn Fences

ORNAMENTAL IRON AND WIRE

that secures orders. Now is the time for business. Write for particulars and terms to dealers.

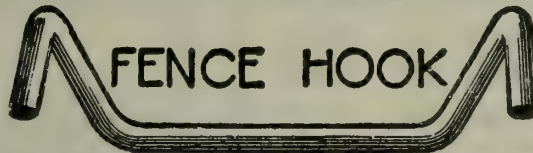
We have a new catalogue of new and handsome designs and a new departure in prices

DENNIS WIRE AND IRON WORKS CO., LIMITED

LONDON, ONTARIO

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets Wire Fences



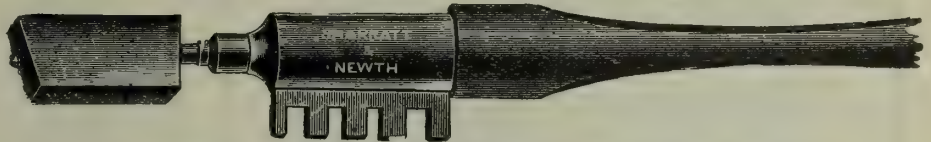
WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited,

London, Ont

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.
Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St.,

TORONTO

"ASTORIA"

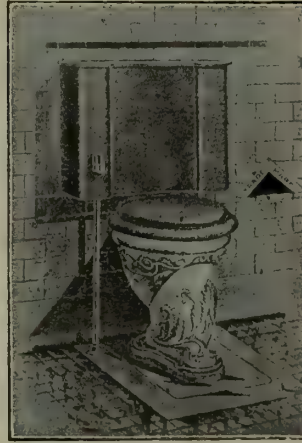
PLUMBERS' SUPPLIES

—LOW-TANK CLOSET COMBINATIONS—

AND FLUSH VALVE OUTFITS

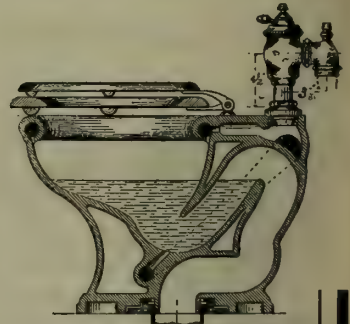


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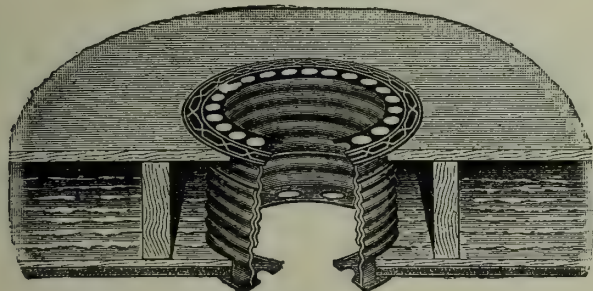
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WANTED—Varnish salesman for Province of Ontario, Canada. Address Box 958, HARDWARE AND METAL, Toronto. (11)

WANTED—Experienced traveler for hot water steam heating and plumbing supplies. Must be able to figure and draw up heating plans. Apply, stating salary and experience, to Manager The Gurney Standard Metal Co., Calgary, Alta. (16)

WANTED—Good builder's hardware salesman for western city. One capable of taking hardware from plans and giving estimates. Write, giving experience and salary expected. Apply Box 961, HARDWARE AND METAL, Toronto. (12)

WANTED—Experienced tinsmith. One who can take charge of tinshop. Figure on furnace work. State wages. One with knowledge of plumbing preferred. Apply Box 962, HARDWARE AND METAL, Toronto. (12)

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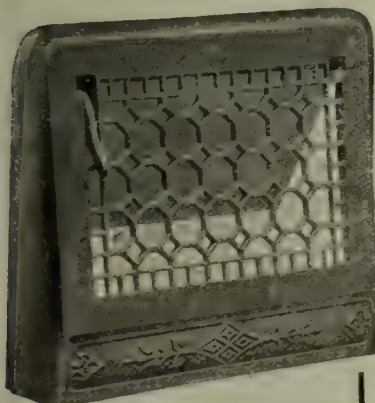
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BRANTFORD, CANADA

Winnipeg Agents: General Supply Co. of Canada, Limited, Market and Louise Sts.

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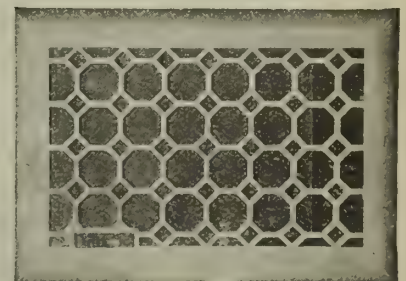
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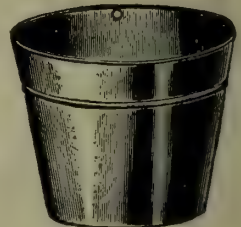


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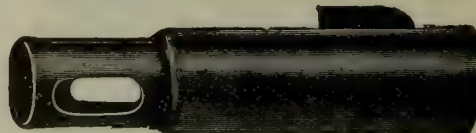
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THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG, Man.

THE KEMP MFG. CO., of Montreal
39 St. Antoine Street, MONTREAL, Que.

The Sporting Goods Demand, and How to Meet It

Necessary to Have Plenty of Display—Lines Should be Assembled in a Prominent Location, and Given all the Light Possible—The Store Must Have the Right Sporting Spirit—Arrange Goods so That They Can be Easily Handled by the Customer—A Good Way of Showing Fishing Tackle—The Carrying of Automobile Supplies.

With every prospect of the sporting goods season opening earlier than is usually the case, hardwaremen would be wise in now going carefully over the department. By this time the prudent man has either his new stock in hand, or it is on order, so that what he has to consider is display and the selling campaign. Many merchants fail to realize that sporting goods must be properly displayed to obtain full justice. Like silverware and cutlery they need the brightest setting and the most open arrangement. They are creatures of the sun. They want all the light that can be obtained. What sportsman would think of looking at a display of fishing tackle hidden away at the back of the store under a dim light, and with general surroundings suited may be for heavy hardware, but not for the light attractive articles that appeal to him. It must not be forgotten that sporting goods after all are luxuries and not necessities, and they must have the full force of the merchant's power of display at their backs.

Keep Lines Together.

The dealer therefore should consider the location of his sporting goods carefully. If he has been in the habit of having the lines scattered about the store, the fishing rods here, the bats there, and so on, he should at once make arrangements to form a department, and group the articles together. Not only does a customer object to wander around the store following the salesman in his efforts to get the various articles, but the force possessed by an assembled stock is lost. A merchant may carry a heavy stock, but if it is scattered about, it appears on the weak side to the inexperienced customer. It loses the strength of concentration, whereas a light stock if displayed together in a careful way, can be made to appear very extensive. Besides the display can be made more effective in the latter case.

The great desideratum in sporting goods is to make a splash. The eye of the sporting man must be attracted. The great force of temptation must be evoked. The fisherman may already be well provided with tackle, but the merchant arranges his new stock in such an alluring way that, as is only human, the observer at once commences to draw unfavorable comparisons with

what he has at home. His old rod no longer pleases him. He is sure that the old reel will refuse to turn properly at the right moment, and so he buys new tackle. Merchants do not always realize the drawing power of display, especially in sporting goods. Devote one of the brightest locations in the store to the sporting goods, and show as much of the stock as is possible. Do not hide things away. A customer cannot see through an inch plank.

Give Store the Right Spirit.

It is a great advantage to the merchant if he can acquire for his store the reputation of being the sporting headquarters of the community. Sportsmen are gregarious in their habits. They like to buy where men of like habits buy, and if the dealer can get his store to become the recognized sporting establishment, he has done a great stroke of business. And this is not hard to bring about.

The buyer of sporting goods appreciates an intelligent interest in sports. He likes to discuss matters dear to his heart with the clerk, feeling sure at the same time that the latter is interested, and can enter into his enthusiasm somewhat. In fact he gives the store the right spirit and he feels in his element. A merchant can bring this about by taking an interest in sports generally, and by encouraging the sporting feeling in his district in a variety of ways. A few prizes, the use of a room for a meeting, the promoting of a club and so on. In fact a general interest in what is going on. He becomes recognized in the community as a "good sport," and this is not only of advantage in the selling of sporting goods pure and simple, but is helpful in other hardware lines. Prizes also can be presented to the most successful sportsmen. For instance a good fishing rod can be given annually to the man, who buying from the store in any way, lands the finest fish of the season, a bat to the player who has the best batting average, a golf stick to the man who has made the best record for the course, and so on. This is a great form of advertising, and helps to give the store the distinction that is so helpful in selling these goods.

The Value of Display.

We have many times reminded our readers of the value of display, not

only exterior but interior. Many men realize the benefit of one, and not of the other. They either devote all their attention to the windows, and forget the interior or vice versa. But to get the best effect there should be good co-operation between the two. Attract the customer by means of the window into the store, and make him buy when there through what he sees on the counters and show cases. If a man, struck with a good window display, enters a store only to be disappointed with the interior effect the store loses in reputation in the customers eyes. The artistic capabilities of the merchant can help him out so far as a good window display is concerned, but with the interior display conditions are somewhat different. It is true that the goods should be arranged with an artistic attempt to please the eye, but they should also be arranged so that the clerk can get at the goods easily to make a sale, and so that the customers can handle them.

Showing Fishing Tackle.

For instance in displaying fishing tackle—the first line of goods that the merchant will have a call for—the following pointers may be of use. Stack the rods so that they can be easily taken down and shown. A customer looking for a rod almost always desires to test its weight and action before deciding as to its suitability. As a sporting authority recently said the play of men's wrists varies considerably, so does the action of the muscles. For this reason it is always best to have a certain number of sample rods jointed together and placed handy where they can be easily seen and taken down. Fishing rods jointed together and ready for testing, can be displayed in glass-enclosed cases, behind the counter, or in some other part of the store; or they could be exposed, without protection, facing the selling counter, and so arranged as to be within direct reach of the customer himself. Very convenient is a revolving stand, metal or otherwise, which will carry some three dozen, or so, jointed rods, and present them in symmetrical, pyramidal form. The butts of the rods rest on a rim at the lower end, a few inches from the floor, and the stems converge upwards a common centre or point. The result is security, balance and effective dis-

play. A slight touch of the hand will send a rack of this kind revolving, and so bring every rod before the party inspecting, and without his having to move in person. The entire fixture occupies only a few feet of floor space. And what is true in fishing tackle is true in baseball outfits, lacrosse, golf, rowing and yachting supplies. Have the goods so arranged that they can be handled. A sportsman likes to feel the weight and grip of the article he wants. It is necessary to the complete enjoyment of his sport that he has the right kind. In this respect sporting goods are different from most other kinds of lines carried in the hardware store.

Automobile Supplies.

The increasing number of automobiles, and their development among farming communities seem to call more and more for some degree of attention on the part of the hardwareman. We have several times urged sporting goods dealers, men whose store is located on or close to the main roads, to look into the matter. These are the days of development, and the merchant who encourages new means of revenue is the one who goes ahead. In considering automobile supplies, it must not

be forgotten that many of them are already part and parcel of the hardware store, such as hammers, wrenches, tubing, etc. It is true that the large centres of population contain stores devoted to the selling of automobile supplies alone, but in the case of a breakdown, or the loss of a tool when traveling, the automobilist cannot send miles away for what he wants. He hunts up the nearest hardware store. Even in the large cities if the automobilist knows that the nearest hardware store keeps supplies he would just as soon buy there as go to the supply store which may be some distance away.

The automobile supply business is one that should be developed gradually. There is much to learn about it. Lines that hardwaremen already carry form the foundation such as wrenches, pliers, drills, punches. To these should be added the things likely to be required because of an accident or other emergency. In this list is gasoline, batteries, chains, lamps and so on. When it becomes known that the store is carrying these things the demand will grow up for goggles, horns, etc. The hardware man need not get in an extensive stock at first. He can feel his way.

be better engaged hustling outside stirring up business as I'm doing.'

"The next moment I was comfortably seated in an armchair, facing Mr. Exclusive. We were soon amiably canvassing the situation. It was not long before I saw things coming my way.

Personal Effort Required.

" 'I'm on the road half the time,' I said severely, 'and I find little is to be done without direct personal effort. You have a strapping big man around, one who seems about right, and you let him eat his heart out in the store, where there is little or nothing doing, when he might be better employed on the outside. The business is here! Why are you not getting it? Others, you say, are cutting in. Why? Because they go after it. As to dignity—. Well, our house does not consider they are losing any of their dignity by my calling upon you, Mr. Exclusive.'

" 'I hope not,' returned the dealer smilingly.

"Finally, Mr. Exclusive promised to seriously consider the matter of allowing his assistant to work on the outside. This was enough for me. I rose to take leave.

" 'Well, I suppose I must give you an order to take away with you,' he said.

" 'No, Mr. Exclusive,' I replied, consulting my watch, 'I'll have to hustle to catch the next train out. Your store will not run away. Send your order along, when it best suits you. I need not say, the house will fill it with pleasure.'

"I may state that the order came along all right and that it was bigger than I expected.

"Now for the conclusion. Old man Exclusive was smart enough to appreciate the situation. I saw him only a week ago, and found him beaming. Mr. Forward, too, was present. He pressed my hand very kindly as he passed me along with the brief assurance, 'everything is O. K.' The account of the outcome I had from Mr. Exclusive himself. He took manifest delight in giving it.

" 'I find, he said, 'that that man of mine has more in him than I ever gave him credit for.'

" 'Perhaps you gave him more of an opportunity,' I replied, 'you know men usually rise with the occasion.'

" 'No doubt,' he replied, 'but let me tell you, Forward is a corker. I gave my consent to his trying out his scheme late one evening. Next morning, he was out and hustling. Of course, we had discussed the matter a bit before. Well, he kept at it. I asked for no reports; I just looked at his face, and let it go at that. When he came in looking glum, I knew he was up against it, and when

When Business Don't Come Go After It

How a Traveling Man's Tip Helped a Retailer Who Was in the Dumps—Clerk was Willing to do Some Hustling, but the Merchant Thought it Undignified to Canvass for Trade.

From the Sporting Goods Dealer.

"In the early part of last year, I visited a certain town, and looked up the sporting goods dealer, expecting a fair sized order, and was somewhat surprised at not finding Mr. Exclusive in his accustomed place. But Mr. Forward, his assistant, was there. We had known each other for some time in the way of business, and our greeting was cordial.

" 'Well,' I said, 'where is Mr. Exclusive? I don't see him around.'

" 'He is back there, in the den,' he replied, pointing towards the rear. 'Come for an order, I suppose. I fear we shall not be able to oblige you this trip, Mr. Traveler.'

"I glanced at the assistant and looked at the store. I quickly drew my own conclusions. You know how it is with us traveling men. We see much, and are, of course, expected to size up matters promptly.

" 'Business slack?' I queried, sympathetically.

" 'Yes,' was the glum response.

" 'What's the fault?' I demanded, taking the liberty of an old acquaintance.

" 'Old man too slow,' came the reluctant reply. 'I think I might do

something to liven matters up, if I were allowed to do a little drumming on the outside. But—'

" 'Mr. Exclusive, I suppose, fears you would compromise the dignity of the store if you went outside and hustled like others,' I insinuated, completing the assistant's unfinished sentence. The fact is, I now knew that I had summed up the situation, before suspected. The assistant nodded his head.

" 'Well, Mr. Forward,' I said, 'I may tell you in confidence, I've been suspecting as much for some time. Now that I know, perhaps I can help you out, if you will consent to enter into a little conspiracy—for the good of the house, mind you. Can I see Mr. Exclusive? Is he well?'

" 'Certainly you can see him! He is a little low in spirits, perhaps, but otherwise all right. He will be glad no doubt to see you. Perhaps you might brighten him up a little.'

" 'I'll try to, anyhow. But remember, not a word of what has passed between us. I'm going to appear to Mr. Exclusive in my war paint. I'm going to tell him, it's a shame to have a big fellow like you around dawdling away your time in the store when you might

he moved about briskly, I thought maybe he knew best what he was about. Anyhow, I didn't want to interfere, or trouble him. It was up to him, and I'm not a man who believes in fussing—I don't think it dignified.'

"The old gentleman blushed as he let slip his favorite expression, and cast a glance in my direction. I reassured him by saying that in such cases it was always best to leave a good man alone.

Organized a Shooting Club.

"'Well,' proceeded Mr. Exclusive, 'I don't know how Forward exactly managed it. He told me all, of course, but somehow I didn't seem to attend. However, he got the best men to join in organizing a shooting club. He drew up the rules and regulations, and obtained the signatures of some of our leading citizens. The rest was easy. We have now an excellent club established, of which Forward is the secretary.'

"'Couldn't have a better man for the office,' I remarked.

"'Certainly not!' answered the dealer warmly. 'Forward has done really everything! He is displaying excellent executive capacity.'

"'And how does all this affect the store?' I demanded, getting down to business.

"'We have sold quite a number of guns since the club was set going, and there seems to be altogether more interest taken in shooting. We have been furnishing traps, ammunition and clay birds; in fact, quite a few. Things have been looking up considerable.'

"'And how about the opposition? I think I heard something about a painter—or something of that kind—who has been selling ammunition, and talked about setting up a sporting goods annex in connection with his other business.'

"Mr. Exclusive laughed, good humoredly. 'Oh,' he said, 'you mean the Danver outfit! Well, he sells no more ammunition. He seems kind of disgruntled. Says he has withdrawn completely, and will henceforth stick to his oils and paints. Have a smoke?' He passed me a cigar, and I lit it. 'By the way,' he continued, 'Forward has a nice order for you. It goes down to my account, of course, but as most of it comes from the new club, I thought he had best hand it to you in person. I understand he has something in particular to say to you. Come to think of it, Mr. Traveler, was that idea of getting out and hustling entirely original with you?'

"'Certainly not! To go after business is the recognized up-to-date method. There is no patent upon it, I can assure you.'

"'Well, the fact is Mr. Forward has for two years been urging me to let him do that very thing, and he might

have been still at it, if you had not jumped in and hurried things along.'

"'Then you have clearly lost two years of a good thing.'

"'It looks that way, I admit. I suppose this will end in my having to let Forward in on the ground floor,' mused the dealer, as if the idea was not altogether new or unwelcome, to him.

"'That you must figure out for yourself. And now, with your permission, I will see what Mr. Forward has to say for himself. An order, you say; and another cigar, I suspect.'

"Mr. Exclusive was right. His assistant had an exceedingly nice order for me. I was not equally correct in my own surmise. I expected a cigar—I got a box of 'em, and genuine perfectos at that."

A BASEBALL GOODS DISPLAY.

The baseball window display suggestion shown in the accompanying sketch which is not beyond the capabilities of the average dealer. The central figure in the display, a baseball player, can be made by borrowing a dummy from a



A Suggestion for Window Display of Baseball Goods.

local tailor or dry goods man and dressing it up in a baseball uniform. In arranging this display first get a green baize cloth or similar material and comb off when dry, "tacked" to form a pletely cover the bottom of the window with it. At each end of the window as will be seen from the diagram are two diamond-shaped mounds of baseballs. These can be held in place with half inch strips nailed down diagonally to form a diamond. Alongside of these mounds baseball bats are stacked and resting against the bats a couple of price tickets may be used to give effectiveness to the exhibit. In the background on either side a neat arrangement of masks and body protectors will give a balance and finish to the display. At the back a black or green baize curtain to match ground covering may be used. On this wording can be lettered in whiting or chalk solution that will

suitable inscription like that suggested in the illustration. This display is not difficult to assemble, and its striking effect will amply repay the dealer for his efforts in attracting to his window passersby who by comment and purchases will help to repay the merchant for the time and labor involved.

TO PREVENT WINDOW FROSTING.

An English inventor has patented a device that he says will effectually prevent the frosting of show windows in the coldest weather. The invention is described as follows:

"Briefly, the apparatus consists of a fan, driven by electricity, enclosed in a suitable box. A set of trays at each end of this box (both ends of which are left open) are sprinkled with a chemical, having a great power of absorbing water. The action of the fan draws the moist air over this chemical, and discharges it quite dry, so that in about 30 minutes the whole of the air in a moderate-size window is drawn through the apparatus. The air being thoroughly dried, the fan is stopped, and no further

steaming can occur whilst the window casement remains closed. Should this be frequently opened a minute or two's use of the fan will counteract any further trouble. The cost of running is about equal to the use of an 8 c.p. lamp."

While the description of the action of the machine sounds plausible, the efficacy of any device that depends upon mechanical or chemical action must be doubted. A serious objection is that the mechanism must be turned on and off at just the right time. If the weather turned cold in the night, as it usually does, there would be no one at hand to turn on the air dryer and, by opening time in the morning, the windows would be so thickly frosted as to be put out of commission.

There is only one satisfactory way to prevent frosted windows and that is by means of proper ventilation, which acts automatically.

Drew Custom in Wake of Competitor's Negligence

Retailer's Scientific Methods Proved Successful Bait to the Disgust of His Opposition Farther Down the Street—The Wonderful Power of the Window Exemplified—Use Made of Display Cards.

By E. M. Woodley in System.

When the "Enterprise" shoe store opened for business on Third Avenue, its show window was a curious spectacle. Simultaneous with the opening, passers-by began to stop in front of the window. They gathered in groups, sometimes of ten or twenty, and half blocked the sidewalk.

There were half a dozen shoe stores within a few blocks north and south; not one of them ever had a crowd. What strange hypnotism was this new rival practising on unsuspecting Third Avenue?

It was simple enough, although none of the older dealers had thought of it. The "Enterprise" window was filled from top to bottom with a surprising assortment of goods that had nothing whatever to do with shoes. And yet shoes stood out conspicuously everywhere in contrast to the medley of other articles, and a black-lettered placard made it clear:

WE SELL NOTHING SHOWN IN THIS WINDOW BUT FOOTWEAR

The other articles are what you can get elsewhere with the money you save here.

It was almost staggering, this collection of dishes, kitchen utensils, table-linen, hardware, towels, cutlery, bric-a-brac. A frame had been set up in the window, with a hundred shelves. It was painted snow-white—a pleasing background for shoes. There was small need of a background, however, for the shelves were swamped with the display. Even the shoes themselves were filled. Boys' jack-knives peeped temptingly; dolls were half concealed; dollar watches gave tantalizing hints of their presence. It was quite as much a question of what might be there, as what really was there.

Scattered about in this jungle of shoes and every-day things were cards, six by eight inches, with such inscriptions as this:

DO YOU BUY SHOES ON BROADWAY?

If so, try Third Avenue, and See What it Means to You.

These were revolutionary methods on Third Avenue. All the shoe stores up and down the street had show windows. Most of them were eminently proper show windows. The shoes were arranged in mathematical rows, properly curved, properly dusted, properly spaced. This new store was not orthodox. One retailer, across the street from the "Enterprise," had been there twelve years.

"I've never had cheap contraptions like that in my window," he remarked, ruefully, as he watched the people going in and out of the new establishment. "I don't believe in it."

Yet this same dealer had often wondered why so few customers came into his store. Third Avenue was a restless

highway, and all the people wore shoes. He could not understand why an hour should elapse, at times, without a single person being deflected his way.

The "grand opening" was over. The miscellaneous goods, rented for the first display, had gone back to their owners. But the "Enterprise" was quite as restless as Third Avenue itself. All night the sounds of hammer and saw were heard by late pedestrians; when morning came the crowd before the show window was so big that it actually shocked the old-time Third Avenue dealer across the street.

There were shoes in the window, in plenty, but it was not the shoes alone that attracted. Intermingled with the footgear was money—everywhere money. It filled the shoes and ran over; it covered the floor; it was piled in heaps and windrows. There were paper dollars, and silver dollars, and halves and quarters and pennies. Apparently, the "Enterprise" had dug up a fortune to put in its show window. Only the initiated knew that the clever arrangement of filling and hidden framework and concealed shelving, multiplied the actual money a thousand fold. And only those in the secret knew that a bank had supplied the money as a special loan, on condition that two private policemen from the bank be detailed to guard it.

The most conspicuous placard in the window was this:

HERE IS SOME OF THE MONEY WE ARE GOING TO SAVE OUR CUSTOMERS

Do You Want Some of it? Then Step Inside and Get It.

Other cards presented terse selling points. Qualities were emphasized, and a strong play was made on the difference in rents between Third Avenue and Broadway. "Size up our building," one inscription ran. "It isn't a palace, is it? If it were, the landlord would get all this money."

Thus capital was made of the poor old structure itself. This sort of argument would not do on Broadway or Fifth Avenue, but the "Enterprise" knew the trade it wanted and went after it with ambitious methods.

One day a pedestal appeared in window of the "Enterprise." It was four feet high, and on its flat top rested a single, feminine, genteel-looking shoe. There was not another shoe in the window. The pedestal with its solitary piece of footwear reigned supreme. The barrenness of the window was relieved by hangings of fluffy white stuff; the floor, too, was covered with it, in billowy waves; the pedestal itself was draped with it. The whole window-space was a cave of dazzling white, in which nestled the solitary shoe. And

then this placard which no onlooker or passerby could possibly fail to see:

IF THIS SHOE FITS, YOU MAY HAVE IT FREE

We Will Sell You the Mate For \$2. We Guarantee These to be \$3 Shoes.

The old-timer across the way denounced this as "Cheap John" advertising. Some one carried the denunciation to the proprietor of the "Enterprise." At the moment he had eleven women in line as candidates for the particular size and pattern represented on the pedestal, and he only had time to remark: "If one's customers like 'Cheap John' advertising, why not give it to them?"

Then he sold a pair to two-dollar shoes to a disappointed candidate for the pedestal shoe.

Meanwhile the old-timer was having a peaceful day in his shoe shop, all by himself, and the thousands of people went up and down Third Avenue, all wearing shoes.

The "Enterprise" appeared to prosper amazingly. Indignation ran high among the adjacent Third Avenue shoe men. This interloper was an impudent fellow, they told each other. Whoever heard of a shoe store thus lowering its dignity? The shoe business was a high-minded, serious calling. A shoe store, the old-timer said, must perforce have a quiet, restful atmosphere. The same atmosphere must include its window. This new-comer, so perniciously busy, was overthrowing traditions.

And then, on a rainy day, a pig appeared in the "Enterprise" window, along with a copious supply of mud in which to wallow. A pig in New York is as rare as a silk hat in Goldfield. Third Avenue was blocked with excited children, and a liberal percentage of grown-ups.

And once more the placard:

PIGS DON'T WEAR RUBBERS But How About You?

Then the window space above the porker was dotted with smaller placards bearing the single word "Rubbers." There were at least a hundred of these cards at all angles, some upside down, purposely. The object of the display had a very definite meaning.

Along in the afternoon the pig had grown so popular on Third Avenue that the police requested the "Enterprise" to remove him. But in a thousand homes that night this store was a topic of conversation. And everyone knew it had rubbers to sell.

Again the busybodies carried the complaints of the old-time shoe dealers. Pigs had nothing to do with shoes. It was scandalous!

"If a fellow's in business for trade," remarked the "Enterprise" man, "why

not go after it? Is there anything dishonorable in pigs?"

When a particular shade of tan came into use, the "Enterprise" seized the idea for a window display that drew customers for a week. On exhibition along with the footwear were placed other articles of wearing apparel of the exact coloring. There was a serge skirt as a background for a pair of neat oxfords. There was hosiery, and millinery, and gloves, and men's ties and shirts, and men's hats. Each of these articles of apparel was matched by a pair of shoes, and the effect was completed by tan hangings of the same shade.

The announcement told the prospect:

**WE CAN SELL YOU THE SHOES
AND TELL YOU WHERE YOU CAN
MATCH THEM IN ANYTHING
ELSE YOU MAY WANT.**

Be In Style. It Costs no More.

All of these goods were loaned readily by concerns that might profit by the display in the shoe store window.

This was a conspiracy, the old-timer said, on the part of the "Enterprise" man and some of the furnishing stores and millinery shops of Third Avenue. It was a lamentable thing that such a state of affairs could exist in the shoe trade.

But the "Enterprise" man only laughed and said that such conspiracies made business a game that was really fascinating. He found it absorbing to think up schemes to get people into his store. Business, he ventured, was business, and a show window was a show window. He did not attempt to control any of his competitors' windows. But he did have a lot of fun with his own.

This color scheme had such good results that presently the "Enterprise" adapted it to black. A dead-black window was created, with black shoes matched against black garments, hats, gloves, and the like. The window-space was draped absolutely in black and the effect was almost startling. Yet it was wonderfully attractive and scarcely a person passed the store without stopping at the window. The display had an air of refinement, too, that caught even Third Avenue.

Then a summer display was made up all of white. Children's shoes, women's kid slippers, and canvas outing shoes furnished most of the footwear exhibit, set off against white dresses, hats, ties, and other apparel. Conspicuous posters explained that these goods were not on sale, and clever invention was employed in getting up cards to make the shoe display the important thing in the window. One card ran thus:

**WE ARE INTERESTING YOU IN
SHOES, REMEMBER. EVEN IF
YOU HAD ALL THE PRETTY
THINGS IN THIS WINDOW, AND
HAD NO SHOES TO MATCH
THEM, YOU WOULD NOT BE
EQUIPPED. WE CAN GIVE YOU
THE APPROPRIATE THING IN
SHOES, NO MATTER WHAT
CLOTHING YOU WEAR.**

By this time the "Enterprise" had become the leading shoe shop in that section. Almost any flat-dweller on the

side streets adjacent knew where it was. On the other hand, not a quarter of them could have told just where the old-timer's store was located. Many had a vague notion that it was somewhere around, but it never had impressed them in a positive manner. It was colorless, without personality.

Another striking display was made by taking one shoe from each variety in the "Enterprise" stock. These were arranged on a sloping platform, in the form of the letter S. The larger shoes were at the top, and the twisting line tapered gradually down to the tiniest of infant's shoes.

The variety of shoes carried by the store was thus graphically illustrated. Selling-cards were scattered about the window profusely, filling the bare spaces. The back of the window was attractively draped, and hung with placards. The big letter S nestled on a bed of velvety cloth, in loose folds.

Like all of the "Enterprise" exhibits, this one compelled attention. It was absolutely distinct from the routine display of the average shoe store window. People stopped to wonder at the number of shoe varieties and sizes. And the instant they stopped they were reminded by the cards that this was the "Enterprise" shoe store. At the bottom of every card was the address.

It was a theory of this proprietor that the value of a show-card is heightened when it impresses on the prospective customer the location. He may want to come back later on; if he has a photograph of the street and number in his brain, he will not drift into some other store because he cannot find the one he wants.

A display that drew well was built along the illusion idea. Apparently, the entire window-pane, to a height of six feet from the floor, was filled with a heterogeneous mass of footwear in a hopeless tangle. In reality, a concealed framework took most of the space. The outer layer was made up of boots, shoes, slippers, rubbers, children's sandals, and the like. The effect was a mountain of footgear, tossed together in careless confusion. On many of the shoes were price-cards. The impression conveyed was one of immensity of stock and variety.

The old-timer had been across the street for twelve years, and had scarcely made a living. The "Enterprise" came in and found a thriving trade at once. It was merely a difference in methods. The trade was there all the time.

"How many shoe stores do you suppose there are in New York?" the old-timer had asked once.

He answered the question himself.

"More than a thousand, by the city directory. A few of 'em make money. Most of 'em starve. I've been doing the best I could. I've been square and worked hard. I flatter myself I'm pretty well known in the neighborhood—you know that doesn't mean much in New York. Yet how many Third Avenue people, in this block, say, ever got into my store? Not one in a dozen. Why didn't they? Because they'd rather go over to Broadway to help pay the big rents. It's human nature. They think my store's no good because

it's little, and a bit dingy, and hasn't got fancy rugs for them to put their feet on when they take off their shoes. I can't get 'em coming."

But the old-timer opened his eyes when he saw how the "Enterprise" got them coming.

The "Enterprise" has no monopoly upon its methods and the man behind it has not cornered ingenuity. What applied to shoes, applies to hats and Turkish rugs and toilet soaps and breakfast foods, for people use them all.

There are plenty of fish in the sea; whether you catch your share depends largely upon the bait you use and how you use it. There is no better place to start than where the "Enterprise" man did, on that most woefully neglected opportunity—the show window.

JAP-A-LAC MADE IN CANADA.

Announcement is made that Blackwell Varnishes, Limited, who recently erected a new plant on Macaulay Ave., along the railway tracks near Toronto Junction, have been absorbed by the Glidden Varnish Co., Cleveland, whose specialty "Jap-a-Lac" has already had a large sale in Canada, and who also manufacture a fine line of architectural varnishes. F. A. Glidden, vice-president of the company, with F. Briggan and Ralph Leonard, were in Toronto completing the deal, and on March 2 the Glidden Varnish Co. took possession of the Canadian plant.

A. T. Blackwell, president of Blackwell Varnishes, Limited, who has been connected with the trade for a quarter of a century, will retain the management of the plant, which will be enlarged to allow of the increased output. Canadian made "Jap-a-Lac" will be ready for shipment in April along with the other special lines made by the Glidden Co. The high grade varnishes formerly made by the Blackwell Co. will be continued by the new management as part of the Glidden products.

The coming of the Glidden Co. to Canada adds another to the long list of United States manufacturers who have found it necessary to establish plants on this side of the line in order to hold and develop their trade. In varnishes alone Berry Bros. (Detroit) have a Canadian plant at Walkerville, the International Varnish Co. (New York) at Toronto, the Murphy Varnish Co. (Newark) at Montreal, Pratt & Lambert (Buffalo) at Bridgeburg, and Ault & Wibourg (Cincinnati) are trying to locate at Toronto. Only one of the six concerns mentioned has been established in Canada for more than two years.

NEW COMPANIES.

A. A. Fournier, Ottawa; capital, \$100,000; to manufacture, buy, sell and deal in stoves, grates, gas ranges, brass, copper, tin and galvanized iron. Incorporators A. A. Fournier, W. L. Jayner, F. D. Crowe, Ottawa.

A company with twenty million dollars capital has been organized at Montreal, under the name of the Montreal Elevated and Underground Railway Co., to build elevated and underground railways in the city and Island of Montreal.

Business Methods of Canadian Hardwaremen

Brantford Merchant Establishes a Branch Store in Order to Increase His Trade with the Farmers—Odd Window Display in a Seaforth Store—How the Inventory Helps.

BRANCH STORE EXPERIENCE.

Brantford, March 8.—“The farmer is the best of customers, and we wanted to get a strong grip on his trade.” This was the reason advanced by W. H. Turnbull, of W. H. Turnbull & Son, Brantford and Scotland, in explaining why they had established their branch at the latter place, a village about 15 miles from here, the centre of the onion growing centre of Canada.

The store was opened up four years ago by John T. Turnbull, son of the proprietor, who was the sole clerk. It was handled primarily as a stove agency. There was a big demand for new stoves and ranges in this section, and as a result of their getting new stoves, there were a great many second-hand ones taken in trade. This is a line which is never in demand among farmers, who, when they buy such necessities generally get the best on the market, and accordingly second-hand stoves taken in at Scotland were brought to the store in this city, where they are soon disposed of, there being a big demand for second-hand stoves here, largely amongst the foreign population.

Besides stoves, a full line of all farm hardware, tinware and plumbing is kept in stock at Scotland, and the trade grew so that two clerks and a plumber became absolutely necessary. The latter is kept very busy, generally, installing hot air furnaces and hot water systems, in which lines there is a big call in the country surrounding here. Acetylene lighting systems are also installed in farm houses.

There is also a big demand for metal shingles, both for fire and lightning protective purposes, and to keep the barns waterproof, and give them a neat appearance. Three carloads of Postor metal shingles, for which the firm have the agency, being disposed of last year. Farmers, for the most part, are now no more content with unpainted barns and houses, and there has been a very big demand for paint the past year, both for residences, barns, and implements.

A cash basis is used in all sales, but as there are seasons of the year when the farmer has not the cash just handy, their note is taken for three or six months, at a sufficient advance on the cash basis price, to allow for the bank's discount. This does away with the plan formerly used of a farmer putting his money in the bank and leaving the merchant to wait until he (the farmer) was ready to pay him.

An instalment payment plan is also in vogue by the firm, but the system is

but little used by the farmers, who prefer, usually to make cash payments.

A. T. W.

NOVEL WINDOW TRIM.

Seaforth, March 8.—George A. Sills, who is probably the oldest hardwareman in experience in this section of the country, had an odd display in one of his windows recently. The central feature was a tin man, sitting on a chair with his legs crossed and holding a Christmas bulletin in his hands. The body was made of a slop pail on a small dish pan inverted. The shoulders were made of cullendars and the head was a teapot turned upside down, the spout making the nose, while sisal formed the hair.



Novel Heating Window.

The legs and arms consisted of conductor pipe with two garden weeders for hands.

The background was of building paper painted to represent wainscoting, window, bricks of fireplace, and wall.

The furniture of this representative old cabin consisted of table and chairs made from boxes stained with stove-pipe varnish. A deer skin was spread on the board floor, and walls were decorated with photos of D'Arcy McGee and wife taken in Ireland in 1852. A copper kettle (hand made) brought from Germany 60 years ago, an old powder horn, a bayonet, a muzzle loading pistol and musket, fire irons and china were displayed around the mantel, while on the table were two brass candle sticks, snuffer and tray, two old books, tobacco and a New Idea Furnace catalogue. A very realistic effect was produced by lighting the candles at night and con-

cealing the electric light in red tissue paper under some burnt sticks in the fireplace.

“Heating experience from fireplace to furnace,” on a sign at the back of the window was intended to show the lengthy experience of Mr. Sills in the heating trade and the evolution which had taken place in his lifetime.

F. S.

INVENTORY AIDS CLEARANCE.

Toronto, March 7.—A local hardwareman calls attention to a feature of the annual inventory that should never be overlooked. “Always bear in mind,” he says, “the important fact that an inventory is not alone for the ascertainment of the amount of profit and loss for a certain season, but for the improvement of the condition of your stock, and of a knowledge of the exact location of each article in your stock. Any article not found in perfect order should be relegated immediately to the bargain counter, or the auction house. Goods that have been overlooked, and are not selling as briskly as they should be, can be removed to a place where they will show up better, and pushed into the hands of the public. It is a fine chance to rearrange the stock and give to the store the newness and freshness that counts so much in attracting trade.”

SECURING BUILDERS' TRADE.

Brantford, Mach 1.—“Get in touch with a builder, secure the first of his needs, and then stick like a leech,” was the epitome of a talk with a local hardware and builders' supplies dealer. “We pursue a definite line, and we have found that the results are all that we could hope for. We have secured a fair share of the builders' hardware used in this vicinity.”

The work relating to the securing of the contracts of builders is primarily left to the charge of the head clerk, thus placing an added incentive upon his shoulders. Three or four times a week, devoting those portions of the day which are the quietest in the trade, either morning or afternoon, he goes out on his bicycle, and interviews all the local contractors, securing a list of their needs, and endeavoring to secure an order for the goods.

The head clerk further notes every move in the real estate and building lines. As soon as he hears of a new house being commenced, he gets in touch, and secures the name of the contractor, with whom he deals. The other clerks of the store are also advised to note any new erections, and at once inform the head clerk, in whose hands the matter finally rests. But the most valuable portion of the system has been found to be the direct keeping in touch with the contractors and builders. Little reliance can be placed upon the record of building permits issued by the city engineer, as these are for the most part issued when

the buildings are under way, by which time another dealer may have been on the spot.

This is the method pursued in the city. With country building a different course has to be pursued, and the usual allotment of business is secured by personal contact with the contractor, endeavoring to retain him as a regular customer. In this connection it might be apropos to note that the largest contractor of country buildings in this locality states that never before has the building season opened up so briskly as this year. He states that already he has had to turn down many persons desirous of erecting barns, sheds and houses, owing to the amount of work he had on hand, and the inability to secure sufficient carpenters and masons. Many local hardware firms will take advantage of this to push barn paint.

In order to further secure the farm-

ers' business, the firm noted above have decided to inaugurate a publicity campaign in staple lines especially. Space in the daily papers will be used to further special lines, and for circulation among the farming community a bulletin is being prepared, consisting of an eight-page folder, which, without any envelope, can be sent for a minimum amount of postage. Some of the staples will be roofing, paint, and other agricultural needs. The voters' lists of the various townships supply the needed names to place upon the list of customers.

"Talking about contractors' trade," said the merchant, "I cannot see how one could figure on a cash trade. We keep a close watch on any slow pay contractors, and if necessary place a lien upon the new building before the expiration of the thirty days granted by law. We have had very few bad debts over this cause," he concluded.

Trade Prospects Between Canada and Bermuda

Possibilities are Great But Manufacturers of Hardware and Kindred Lines Have Not as Yet Developed the Trade to any Extent—Some Figures Showing the Imports From Canada and the United States.

Written for Hardware and Metal by David Williams.

Hamilton, Bermuda, Feb. 23.—The little city of Hamilton in Bermuda is perhaps for its size one of the busiest to be found anywhere. It contains a large number of shops and stores in proportion to its inhabitants, nearly all of which appear to be busy. Just at this season of the year a large number of tourists from New York and other cities, with a fair sprinkling of Canadians are finding their way there for a few days rest or recreation, or perhaps to escape the rigors of a Canadian or United States winter. These with the ordinary trade of the town, combine to make business move pretty freely during the winter months. One thing that strikes the Canadian is the very friendly spirit manifested by the business people towards those of his nationality and the willingness on their part to encourage closer business relations.

In past years Canada has not supplied this island with as much of the product of her industry as she might, but of late business men are waking to the realization of what might be done with ordinary business energy.

Only a few years ago Bermuda bought nearly all of her supplies from England and other European countries, and the United States. Of late, however, there has been a great change in this direction and during the past ten years Canadian trade with the island has increased more than three hundred per cent., while United States trade during the same period, although still large, has only increased about ten per cent.

These figures, from a Canadian point of view, are encouraging, but they are

still far below what they might be or ought to be if Canadian merchants and manufacturers were alive to the possibilities of the trade. Most of the causes why Canadians are not sending more of their products of their industry to Bermuda are with themselves. One of these is the want of a faster and more frequent steamship communication. The once-in-twelve-days' service that now exists is altogether inadequate and out of date for present requirements and should be supplemented by one making it at least weekly.

Another cause is the apathy of Canadian exporters in not looking as actively for this trade as they should. While still another, and perhaps a greater cause than any other, is their ignorance of the requirements of the trade, and coupled with this, the unbusiness-like methods displayed in filling orders promptly when they are obtained. This latter trouble is no doubt due partly to the inadequate service, but not altogether. It should be borne in mind by Canadian shippers that Bermudian merchants are more British than Canadians in their ways, and when they order a thing, they want it and not something like it. They detest the practice, too common among some shippers, of substituting something nearly the same when the exact article ordered is not in stock.

Many merchants in Bermuda expressed their surprise that eastern shippers did not advertise their goods more in the trade papers than they do.

The following figures copied from the official returns of 1909, the last available, of what is being imported from

Canada and the United States respectively should give Canadian exporters some idea of what might yet be accomplished. The figures given are value in pounds, shillings and pence.

	From Canada.	From U.S.
Building Material	£1,442	£2,485
Earthenware	101	500
Electrical	4	1,208
Glassware	13	1,073
Hardware	89	4,915
Machinery	104	2,726
Paints and Oils	232	975
Bicycles	24	471
	£2,009	£14,353

HARDWARE TRADE PATENTS.

The following is a list of Canadian patents relating to hardware and metal, and furnished by Fetherstonhaugh & Co., Ottawa.

123824.—H. C. Jordan, Vancouver, crude oil burners.

123828.—R. M. Guilford, Auburn, Ind., washers.

123848.—C. E. Ramby and Wm. H. Reichard, Dayton, Ohio, means for supporting a clothes wringer.

123853.—A. Ballard, Dunlap, Iowa, means to prevent tanks from bursting by freezing.

123855.—A. B. Bartlett, Salem, West Virginia, whip locks.

123860.—F. D. Broga, Syracuse, N. Y., fasteners.

123876.—J. W. Flynn, Wilkesburg, Pa., window brackets.

123883.—J. Graham, Gillespie, Ill., nut locks.

123884.—Geo. S. Greanias, Thurlow, Ont., instruments for the sharpening of scissors.

123885.—J. W. Hair, Rialto, Cal., wedges for tool handles.

123890.—F. A. Herrick, Toledo, lacing hooks.

123893.—Ed Kener, Jr., Buffalo, tool handles.

123916.—H. Poulain, La Varenne, St. Hilaire, Siene, France, boring crowns.

123927.—A. C. Scarr, Harriston, Ont., nut locks.

123933.—M. R. Sibbitt, Jet, Oklahoma, bits.

12345.—Wm. H. Wright, Owen Sound, trolling spoon baits.

123989.—C. Ludvigsen and E. Ludvigsen, Jackson, Minn., methods of forming horse shoe calks.

124008.—G. Ellstrom, Pittsburg, supports for sad irons.

124012.—G. L. Giller, New York, horse-shoes.

124027.—P. J. Krempel, Chicago, door locks.

124033.—Annie Lovett, Philadelphia, clothes wringer.

124071.—Wm. Trehwells Trentham, Victoria, Australia, improved horse power wrenches.

A salesman who can hold and make customers on his own word as a gentleman and congenial companion makes the most money for the house.

HARDWARE^N METAL

Established

1888

The MacLean Publishing Co.

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JOHN BAYNE MACLEAN - President

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TRADE ASSOCIATIONS LEGALIZED.

Chief Justice Falconbridge in rendering his decision this week in the proceedings begun by the Crown against the Wholesale Grocers' Guild in the Hamilton Courts in 1907 has done himself honor by rendering a decision based on sound business common sense.

No business men, as a body, are willingly criminal in their actions although the editorial comments of some newspapers on the Grocers' Guild, tack association and plumbers' combine trials of a couple of years ago were such as to practically accuse any merchant who joined a trade association of dishonest actions or intentions. Judge Falconbridge's decision clears the air and a change in public opinion regarding trade associations is already noticeable.

It is now admitted that in order to overcome unfair competition, business men have simply got to get together or run the risk of failure. The wholesale grocers found that they were handling large quantities of staple goods and were, in some cases, unable to make sufficient profit to cover the cost of handling the goods. The loss on staple lines had to be made up on specialties. This condition was unsatisfactory and they organized their guild. The law was not clear as to what a trade association could do and charges were made that they had unduly enhanced prices and were a "combination in restraint of trade." The case was tried and over 1,000 pages of typewritten evidence was taken. Authorities were looked up and a careful study made of all the legal aspects of the case. Then the following judgment was rendered:

1. The defendants have not, nor has any of them, intended to violate the law.

2. Nor have they, nor has any of them, intended maliciously to

injure any persons, firms or corporations, nor to compass any restraint of trade unconnected with their own business relations.

3. They have been actuated by a bona fide desire to protect their own interests and that of the wholesale grocery trade in general.

As far as intention and good faith or the want of it are elements in the offence with which they are charged, the evidence is entirely in their favor.

Have they then been guilty of a technical breach of law?

This question is answered by the citations which I have given above and which cover every branch of the case.

I, therefore, say that the defendants are not, nor is any of them, guilty as charged.

There are minor matters as to which I, sitting as a jury, give the defendants (as I am bound to do) the benefit of the doubt; and as to which I warn the defendants and those in like case to be careful, e.g., as to alleged efforts to coerce wholesale dealers into joining the guild.

It is of the essence of the innocence of defendants that the privileges which they seek to enjoy should be extended to all persons and corporations who are strictly wholesalers, whether they choose to join the guild or not.

New law on the subject of trade associations has been established as Judge Falconbridge's decision will undoubtedly be quoted in all future cases in which combinations of business men are accused of acting in restraint of trade.

From the decision it is now clear that business men have the right to organize for mutual protection if they do not unduly enhance prices. The law is intended to protect the public from a combination of men who may organize to limit the supply of a certain class of goods or, by combination, to cause an undue advance in prices. But there the court's duty ends and the trade associations are free to adopt such rules and regulations as they find necessary to properly conduct their business and protect their interests from business pirates.

A wholesale association, for instance, while it cannot adopt a rule that its members must not sell to consumers can, as we understand it, regulate prices in such a way that a retailer can be quoted a fair discount on the prices non-retailers would be asked to pay and, following this rule, large buyers can be quoted

larger discounts than smaller buyers.

Trade associations should be educational in their work, the aim being to bring about a more friendly feeling and create conditions which will make it possible for merchants to "live and let live." In this way merchants who are able to buy in large quantities will not use their power to squeeze smaller competitors out of business, but rather to keep to themselves the larger profits resulting from their greater buying power. Organizations which aim to create high prices are doomed to failure, while associations which aim to develop friendship and co-operation among their members are certain to succeed.

It is interesting to note that while the Grocers' Guild has been declared "not guilty," no provision has been made by the Crown to compensate them for the heavy costs of the trial amounting to \$19,000. Much has been said about the public being "at the mercy of combines," etc., but it is evident that the boot is on the other foot. Public opinion demanded an enquiry into the Grocers' Guild, and a long trial resulted in their being found "within the law," yet it is the guild, and not the public, that has to pay the costs of the winning party in the suit.

UNFAIR TREATMENT.

Toronto aldermen, who are usually the first to rush into the spotlight and flaunt their "patriotism" whenever the opportunity presents itself, have again given a raw deal to a Scottish firm which tendered for the supply of cast iron pipe required for Toronto's new sewer system. On two occasions, D. Y. Stewart & Co., Glasgow, have sent the lowest tender for cast iron pipe and each time the contract has been awarded to the Canada Foundry Co., Toronto, who were in one case \$270, and the other \$168.50 higher than the Scottish company.

The action of the Toronto City Council is both unfair and shortsighted. The council invited outsiders to tender and the understanding was that the lowest tender would be accepted. To repeatedly favor a higher tenderer, located in Toronto, and refuse to give the contract to the outside firm, simply because that concern has its foundry in another city, can have only one result—the withdrawal of outside tenderers from the "competition." They cannot be expected to play with the dice loaded against them.

And if it is decided to abolish the rule that the lowest tender is to be accepted, the city must be prepared to pay higher prices for its work, and also run the risk of poorer quality of work and material, for excellence is to be obtained best by the widest possible choice among competitors.

GERMAN AND BRITISH METHODS.

Canadians are experiencing just now a marked difference between British and German methods of extending business. When in 1897 Canada reduced the duties on British goods 25 p.c., but few British exporters were interested. A year later the reduction was made 33 1-3 p.c. without creating any apparent additional interest. Of course there were a number of exceptions and many bright representatives came to Canada, but they represented a very small percentage of the British firms who could have done business with Canada. Canadian agents and brokers were somewhat more enterprising and many of them visited leading manufacturers in England, soliciting representation in Canada, but as a rule they got a discouraging reception.

On February 15th the Canadian surtax on German goods was removed, but British exporters still have an advantage of 33 1-3 p.c. over the Germans. Yet Canadian manufacturers and merchants have had a greater number of visits from salesmen of German firms since then than we see from Britain in the course of six months. Their methods, too, are entirely different from the British. They are ready to meet Canadian wishes in any respect, and already a number of orders have been placed, and indications are that Germans will do an enormous trade in this country. It has been argued that German goods are not as high class as British. This was true a few years ago but leading German firms are now getting into the same class with the best British manufacturers in the quality of their goods. Canadians should study these German missionaries, their goods and their methods and adopt them wherever it is to their advantage to do so, for Germany is to-day the most progressive nation in the world.

Canadians for sentimental reasons would rather do business with British manufacturers, but the latter must bestir themselves if they expect to hold this market and possibly their own market.

Canadians would rather place their orders with British manufacturers, but the latter, as a class, must adopt better factory and selling methods for, even with the advantage of sentiment and preference, these Germans will take the market from them. Where British firms have modernized their methods they are doing and will continue to do a profitable trade here without fear of German or United States competition.

The great question is, will British manufacturers as a whole do so? The invariable answer of the majority is that they are quite satisfied with the business they are doing, and they point out

that in spite of all competition they have been holding their own or increasing. With the great increase in the world's consumption, this is to be expected, but Britain's exports have not increased in the same ratio as other competing countries. It is natural too for old established firms to hold their trade for many years because of their reputation and connections, but the turn invariably comes, and when it does the decline is very rapid.

CO-OPERATIVE BILL KILLED.

It will be welcome news to merchants in all portions of Canada to learn that the Co-operative bill introduced in the Dominion Parliament by Lloyd Harris, M.P., has been killed. It is again a dead letter.

It did not even get as far as the Senate where it was blocked by a single vote on the last occasion it was introduced.

Merchants who actively opposed the Bill with this paper, will now realize that their labors to prevent the granting of special privileges to a few have not been without fruit. The circumstances connected with the opposition also indicate what can be done by means of organized effort and a strong campaign to protect the interests of retail merchants.

The death-knell of the bill has probably been sounded, as it is not likely that another member of Parliament will be foolish enough to bring in such another piece of unfair legislation as Mr. Harris introduced. Had it become law the country would have been a happy hunting ground for oily tongued store promoters, whose sole interest would have been to start a store, collect the commission, and hit the high spots for another bunch of easy marks. Happily the latter are to be spared the results of their own folly.

CANADA AND THE U. S. TARIFF.

The maximum tariff under the Aldrich Payne Tariff goes into effect in the United States, March 31st. This tariff is levied against all countries which are held by the administration to accord more favorable terms to the imports of any other country than to those of the United States.

Just where Canada will stand when the maximum tariff goes into effect is so far unknown. Any doubt is due to the British preference. During the early stages of the discussion of the tariff bill in Congress, it was understood, semi-

officially at least, that the preference which Canada gave to the mother land would not be considered a discrimination against the United States. Nothing can be taken for granted, however, until the negotiations at present under way are concluded.

Another feature, which creates some doubt as to what the attitude of the United States is, is the Canadian-French treaty, which went into operation Feb. 1st. The effect this treaty may have is made doubly uncertain by the fact that the United States and France are not now on particularly amicable terms in tariff matters. Commercial peace has just been assured between Germany and the United States, but the outcome of the negotiations now pending with France are problematic.

One favorable condition is the attitude of President Taft. He has more than once signified his desire for friendly commercial relations with Canada. He is evidently sincere in this, but political influence may be brought to bear in the other direction. The commercial and financial interests in the United States, however, are opposed to the maximum tariff being levied against Canada. They know that Canada is the third largest customer the United States has, and that last year, although the total exports of the States last year decreased by 1.4 per cent., exports to Canada increased 19 per cent. Great Britain is the heaviest buyer, Germany second, with Canada a close third, and France the fourth in order, considerably down in the list as far as the value of purchases is concerned.

Canada purchases more from the United States every year than the whole of Central America, Mexico and the West Indies combined. In fact, it is necessary to include also the exports to China and Japan in order to create figures sufficiently large to compare with the exports to Canada.

Should the maximum tariff, which imposes an additional 25 per cent. on the regular tariff, go into force against Canada, there will certainly be reprisals on the part of Canada. Her weapon is the 33 1-3 per cent. surtax, which would certainly be employed.

The so-called balance of trade is already largely against Canada. We now buy from the United States double the quantity of merchandise they buy from us. In other words, last year we purchased \$182,600,000 worth of merchandise from the States, while their purchases from us amounted to \$92,600,000.

It is scarcely likely that the United States will be in a hurry to levy the maximum tariff against Canada, and Canada meantime is standing firm.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin—Cut of 1c.
Screw Hooks and Hinges—Advanced to \$4.50 and \$3.50.
Linseed Oil—Cut of 2c.
Scrap—Heavy copper, cast iron and stove plate, advanced.
Linseed Oil—Cut of 2c.
Tin—Down 1/2c.
Screw Hinges—Advanced 25c.
Scrap Iron—Advanced 1/2c to 1c.

Toronto.

Linseed Oil—Down 3c.
Black Sheets—Up 10c.
Glass—Off 5 per cent.
Linseed Oil—Drop of 3c.
Black Sheets—10c higher.

MONTREAL.

March 11.—The only change this week is a reduction of 1/2c in tin, the local spot situation easing up, and there being a slump during the week in London. Copper is inclined to be weak, owing to the fluctuations going on in New York. Spelter, however, is firm.

Trade continues very satisfactory. Orders are coming in from all parts of the country, and it is noticeable that outside business is showing better improvement than the purely local. When metal is ordered it is wanted quickly, and if for any reason there is a delay in the shipment, the customer is quick to hurry the jobber. This shows the hand-to-mouth way in which users are living. No stronger market can be had than the one which shows no accumulating stocks, but at the same time a heavier demand. All new business is felt at once straight through from the jobber to the first hand.

The primary markets show very little change. Tin in London has been on the flat side, with a slump during the week. Every little rumor has been made the occasion for either a bull or a bear movement, but there has been little strength to either, which shows that tin has no life at present. Copper shows a stronger inclination in New York to swing with the speculative London market, and more daily changes have been noticed lately than used to be the case. This may be a sign of weakness or it may be that producers are getting closer to the market. Spelter remains the same in London, and is improving in St. Louis. The United States iron and steel industry has shown signs of improvement, the placing of some heavy orders by large interests making the situation look brighter again. Cleveland warrants have shown higher figures, and the Old Country situation is improving.

Pig Iron—The situation remains unchanged, and the market is now waiting for the opening of navigation. The intimation that the river will be free of ice earlier this year has been received

with some satisfaction, as it may hasten the delivery of some of the imported iron that is so badly wanted. Home furnaces report more fresh business, and the improved situation across the border is tending to firm the market. We quote Summerlee No. 2 \$21.50, Clarence \$19 ex-store. A better tone is shown in the States through placing of some heavy orders by a few of the large consumers, this shows that they have confidence in the future. Prices in consequence have lifted a little. Finished steel shows more new business and better specification on old contracts. Much is expected from the real spring movement, and there is a better feeling all the way round.

Tin—There has been a reduction of 1/2c in tin locally, and jobbing prices are now around 35 1/2c. Large buyers can, of course, get a closer figure. The pressure on spot tin has been lifted. Inquiries are good, and there is a general strong demand, especially from outside points. Tin in the English market has been on the weak side, and a sudden drop occurred during the week. There has been spasmodic movements, by both the bulls and the bears, and there is very little strength to the market at present. Legitimate consumption is dull, and speculators are mostly in evidence.

Copper—Copper is unchanged and jobbing orders are reported as being very good, one jobber stating that the business for the opening days of the month has been most satisfactory. Little metal is going into stock, and the position is a very healthy one. Inquiries keep close to the market. There is a lack of character to the New York market and the jobbing trade is reported to be without life. The London market has improved with the better feeling in Wall Street, and judging from the way in which New York prices are fluctuating the latter market is more sensitive to London than it was. The heavy stock situation shows little change, and production goes along merrily as heretofore.

Spelter—Spelter is unchanged, and the market is about the firmest of all the metals. Good jobbing trade is reported, while there are indications that the larger users are coming into the market again. Quotations in London are firm, while St. Louis is still showing improvement.

Lead—The market is unchanged, and is without any special feature. Orders are good, and there is little stock in users' hands. The English market is still on the weak side, with consumption dull.

Scrap—The market is on the quiet side, with not much offering. A good movement is noticed, however, in cast iron. Heavy copper, machinery cast and stove plate have advanced. We quote: Copper and wire, 11 1/2c; light copper bottoms, 10c; heavy red brass, 10c; light brass, 6 1/4c; tea lead, 2 1/2c; heavy lead,

2 3/4c; No. 1 wrought iron, \$12; machinery cast scrap, No. 1, \$16; stove plate, \$12.50; miscellaneous steel, \$7.

TORONTO.

March 11.—There is a splendid volume of business passing at present, and every week seems to show some improvement over the previous one. While the market is firm, there is not evident the strong desire to advance prices there was a short while ago. The impression that the somewhat slow business during January and February was due to the opinion held as to high prices appears to have been heeded, and the tendency now is for an easing off.

Black sheets have advanced 10c all round, and some galvanized sheets are off the same amount. Speculation is indulged in as to whether the Government will enforce the dumping clause on sheets and plates at the end of March, as intimated at the beginning of the year. All the other metal lines remain unchanged, with good business being done in all of them.

Concerning the business outlook a prominent steel man said: "There is every reason to believe that 1910 will be a year of large consumption in steel products; in fact, there is a strong probability of a record production."

Pig Iron—Prices in the U. S. are beginning to take a firmer stand, and the iron and steel situation there is much improved. This may tend to make the local market stronger. Just now, however, while the volume of business keeps on increasing there is an easing off in quotation offers, because of the feeling that high prices have held up sales in the past two months. This does not mean that iron quotations will be lowered, but it means that for a time at least prices will not advance. Trading is still very active. Summerlee ranges from \$23 to \$24; Middlesboro No. 3 and Cleveland, \$22; Glengarnock, \$23.50; Jarrow and No. 1 Clarence, \$21.75; Canadian foundry, \$22. Sales of the latter are on future delivery only, except for occasional small lots.

Copper—The red metal is active. Quotations remain at 14c and 14 1/2c for casting and lake ingots, respectively. Dealers have been expecting an advance, but as yet it has not materialized. The world's production of copper has not yet reached the sound conditions necessary for building up a strong market. The imports of copper and manufactures of copper into Canada for the last nine months of 1909 were valued at \$2,277,604, as compared with \$1,711,279 during the same period of 1908. The U. S. last year sent in \$2,166,037 worth of copper articles.

Tin—This metal is irregular outside and in most cases shows a decline. Locally, however, tin is unchanged in price and condition. The Toronto quotation is yet \$35. The average prices of tin last year showed an advance of about £1 1/2 a ton over the previous year, but

were £38 lower than in 1907, and £46 lower than in 1906.

Lead—There is more inquiry just now for lead, and the market has become fairly steady. The prices remain the same as last week—\$3.75 for Trail lead, and \$3.85 for English.

Sheets and Plates—There is an advance of 10c all round on black sheets. Formerly 10-gauge sold at \$2.50. They are now \$2.60. All intermediate gauges up to 28, which is now \$2.90, have 10c added to the old figures. Gordon Crown galvanized sheets are down to the same figures as Queen's Head. The reduction means a drop of 10c.

Spelter—The good tone to this metal

continues, and spelter is active. The price is unchanged at \$6. Sales are satisfactory.

Old Materials—Beyond a cut of a cent a pound in old rubbers this market remains in about the same position as last week. Trading is steady, but mills are beginning to inquire again about metal stocks. Dealers paying for heavy copper and wire, 11¾; light copper bottoms, 10½c; heavy red brass, 10½c; heavy yellow brass, 8¼c to 8½c; light brass, 6½c; tea lead, 2¾c; heavy lead, 3c; scrap zinc, 4c; No. 1 wrought iron, \$11; machinery cast scrap, No. 1, \$15.50; stove plate, \$12; malleable, \$8, miscellaneous steel, \$6; old rubbers, 8c.

HARDWARE MARKETS

MONTREAL.

March 11.—The movement of goods is steadily assuming rush proportions, and indications are that before long a heavy demand will be on. Orders are now coming in from all quarters. The east has improved in buying, although the greatest activity is still observable in the north-west. No important price changes are announced, with the exception of screw hooks and hinges which are now \$4.50 per 100 lb. under 12 inch, and \$3.50 over 12 inch.

Spring lines such as harvest tools, egg crates, refrigerators, freezers, lawn goods are naturally prominent, but ordinary hardware lines are by no means a bad second, and it is remarkable how general the demand is. It is evident that stocks throughout the country were allowed to get very low. House cleaning goods are in very prominent demand, and so is builders' hardware.

Travelers report no abatement in the confident feeling as to the consumption and dealers generally are preparing for busy times. All the way round things are very satisfactory.

Spring Lines—Harvest tools are being booked freely, and in some cases delivery is now taken. Egg crates are also in strong demand. Lawn goods, refrigerators, freezers, gardeners' tools, green wire cloth and other spring lines are going out well for immediate delivery. It is still noticeable that very little booking is being done as compared with former years. General hardware lines such as housecleaning utensils, enamelware, tinware, pails, sad irons, and carpet sweepers, are all swinging out well. There is undoubtedly a good spring movement in evidence. Prices are generally firm and unchanged.

Builders' Hardware—Some heavy assorted lots of builders' hardware were shipped during the week. The demand is for the better finished goods, and really artistic lines are going to districts where they would be least expected to be in demand. No price changes are announced, and we quote Lock sets (inside), \$4 per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32½ to 33c.

Bolts and Nuts—The demand is showing improvement with the rest of the

general hardware. Construction work is very good. Stove bolts have received stimulation. No price changes are reported and we quote: Discounts on carriage bolts ¾ and smaller, 66 2-3; machine bolts, ¾ and less, 61 10 and 5; coach screws, 72½; stove bolts 80 and 7½.

Miner's Supplies—These lines are showing stimulation due to the disappearing of the snow. Great activity is anticipated in the mining camps, and dealers are preparing for the demand. We quote: Miners' picks, 16½c a pound; prospectors' hammers, 16½c; pick handles, \$1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

Lumbermen's Supplies—Peaveys and pike poles are moving in strength, but the season is past for the other lines. We quote: Ball calks, \$4; heel calks, \$4.25; peaveys, \$12 a dozen; pike poles, \$12 a dozen.

Sporting Goods—The expected early opening of the lakes, etc., has quickened the movement of fishing tackle, and rods, reels, bait, cans, etc., are in strong demand. Baseball and lacrosse outfits are also showing a heavier call. A movement is noticed in yachting accessories while automobiling supplies are also being called for.

Wire—Barb wire is reported on the slow side, but other lines are moving fairly well. We quote: Barb wire, car lots, mixed, \$2.45; small lots, \$2.50; plain twist, car lots, \$2.75; small, \$2.80. Galvanized wire No. 1, \$2.25 in straight and mixed car lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30; straight and mixed car lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO.

March 11.—Trading is now in a satisfactory condition. All the local jobbers report business as being excellent. Large shipments of shovels and spades have been made all week, and fence wire, too, has been very active. Builders' hardware is an important item again, and almost every shelf hardware order calls for large quantities of locks, hooks, keys,

latches, etc. Spring goods are particularly prominent, and summer lines are making their appearance.

Prices generally are firm, though no advances are noted locally. New spring hinges and door springs are quoted this week. Manufacturers report activity and a strong market, and hardwaremen say March is much better than January and February.

The talk of mergers in screws and bolts and nuts has tended to stir up interest and make these goods firm. The dog muzzle rush is over, orders coming in calling for small lots only.

Spring Goods—Shipments of shovels, spades, rakes, hoes, forks and outdoor farm and field tools are particularly active this week. Northern Ontario, however, is not buying so extensively as a year ago, nor does there seem to be the same demand for lumbering and mining tools as in the spring of 1909. This may open up later on, though, now that northern conditions and wants are better known. Wire for fencing has been active, too, and large quantities of wire have gone forward all week. Manufacturers and jobbers should be able to keep all the wire business originating in Canada in the country. The west is said to have bought a large quantity of wire in the U.S. for distribution out there.

Builders' Hardware—The building trade shows signs of more activity and demands for lock sets for new work are good. Latches, bolts and keys of heavy metals are going out in shelf hardware orders in large quantities. A number of new spring hinge lines are shown this season, as well as mortise locks, floor hinges, screen door hinges and coiled door springs. Carpenters' tools are fair in demand, and screws show a big improvement. Building paper and metallic roofings, ceilings, and siding are going out in fine quantities.

Household Goods—All housecleaning and kitchen articles and utensils are wantable lines just at present and deliveries are taking great quantities in a majority of outside orders. Carpet sweepers are fairly active, and washing machines, boilers, wringers, tubs, etc., are in great demand. A fair sized lot of tinware went to the north early in the week. The older portions of Ontario seem to prefer graniteware and enamelware. Mops are pretty generally asked for.

Sporting Goods—Baseball outfits have displayed hockey goods and all winter sporting lines. Hardwaremen do not report great activity as yet, but an increasing number of them propose handling sporting goods this year. Some automobile supplies and sundries are going forward to outside country points.

Heavy Goods—Wire and cut nails are the most active of the heavy goods. Sales and orders increase in size every day, almost. Bars are in fair demand; so is pipe of various sizes, with smaller sizes in best call. Structural steel is also fair. With the building season active all heavy goods may be expected to show improvement. No price changes are announced.

HARDWARE TRADE GOSSIP

Ontario.

W. E. Pallard, Fonthill, is advertising his tinsmith business for sale.

Chas. Worrod, Tottenham, has sold his hardware store and tinware business to his son, A. P. Worrod.

J. Walton Peart, St. Marys, is receiving congratulations. It's a "son and heir," and the date was March 7.

R. E. Brougham & Co., Cobden, tinsmiths and stove dealers, are succeeded by P. N. Cummings.

R. W. Meiklejohn has entered into partnership with L. Meiklejohn, Stirling. The name of the firm will be L. & R. W. Meiklejohn.

W. E. Blandford, of Brown, Boggs Co., Hamilton, is taking a couple of weeks' rest as a result of a nervous breakdown.

The Ottawa municipal electric department is calling for tenders for wire, hardware and sundry supplies. J. E. Brown is the superintendent.

The residence of J. H. Fryer, manager of the Malleable Iron Works, Galt, was burglarized on Tuesday night last, and the place thoroughly ransacked.

Hackney & Madge have succeeded Wm. Moore, Kirkton, and take possession March 21. A. G. Madge has been with F. A. Campbell, Mitchell, for the past three years.

S. Samuel, of M. & L. Samuel, Benjamin & Co., Toronto, accompanied by his wife, is sailing next week from New York for a three months' tour of Europe. They go by way of the Mediterranean.

Thos. F. Monypenny, vice-president of the Imperial Varnish & Color Co., Toronto, who has been laid up with an attack of typhoid since the beginning of the year, is recovering and was out for the first time last week.

E. W. Wilkinson, representing Harrison Bros & Howson, cutlery manufacturers, Sheffield, England, called at Hardware and Metal office, Toronto, on Monday, on his way back home from Winnipeg. He sailed for England from New York on Wednesday.

J. R. Hambly, Barrie, spent a few days at his parents' home in Dutton last week attending the celebration of his father's 91st birthday. Mr. Hambly, senior, is hale and hearty, and last season he drove the hay rake every day while the crop was being harvested.

T. H. Hodgkinson, representing W. R. Humphreys & Co., cutlery manufacturers, Sheffield, England, was in Toronto during the week on business. He will spend a few days in Hamilton next week and then return to England. This is Mr. Hodgkinson's first visit to Canada.

Wm. Hall, of Spear & Jackson, saw manufacturers, Sheffield, Eng., is this week paying a business visit to Toronto. Mr. Hall is going round the world. He will cross the Pacific to the Orient and return to England via the Suez Canal.

It is three years since his last visit to Toronto.

T. H. Watson, Toronto, general manager of the Canada Bolt & Nut Co., when asked if there was anything in the rumors regarding a new merger taking in all the bolt, nut and screw plants, including the Canada Screw Co., Hamilton, the Montreal Rolling Mills, etc., stated that so far his company knew nothing of the matter. Promoters might be working on such a proposal but there had been no definite proposition made as yet.

Quebec.

Marier & David, tinsmiths, Montreal, have dissolved.

Darrah & Holden, tinsmiths, West Brome, have been registered.

Blouin & Jackson, tinsmiths, Quebec, have been registered.

A. Gaudet, Ste. Eulalie, Que., was in Montreal calling on the hardware trade.

J. P. Bertrand, hardwareman, Quebec, suffered a loss by fire in his store last week.

The Goodyear Tire & Rubber Co. of Canada, a branch of the U.S. concern



L. J. CODERE, Sherbrooke, Que.

Manager Codere & Fils, Incorporated, One of the Most Successful Hardware Firms in the Eastern Townships.

of a similar name, recently incorporated by the Dominion Government, this week opened its head offices at Church and Queen streets. The factory will be located at Bowmanville. The manager of the Toronto office is J. Van Dever.

Robert Munro, managing director of the Canada Paint Co., Montreal, has returned from a visit to Lakewood, N.J., greatly benefited in health.

A. M. Rowan, St. John, N.B., was introduced on the Montreal Board of Trade this week by W. H. Evans, of the Canada Paint Company, Montreal.

The improvements to the office building of the Canada Paint Company, Montreal, have practically been completed, and the staff this week took up their new quarters. The work of the shipping department will be facilitated by having more room.

James Hamilton, of Montreal, head of the packing department of Caverhill, Learmont & Co., Montreal, died last week at the age of 70. He had been connected with the company for 26 years. Mr. Hamilton was a native of Ireland and came to Canada 52 years ago. A large number of the staff attended the funeral.

Hockey teams from Lewis Bros. and Frothingham & Workman, Montreal, accompanied by a large number of fellow employes and outside friends—the whole party numbering about 60—went by special train to Lachute, Que., on Saturday to play the Dominion Cartridge Co., whose factory is at Brownsburgh, some four miles from Lachute. The hockey matches were both won by the Cartridge teams. Great interest was taken in the visit to the factory of the company, the guests being taken round by E. J. Johnson, manager of the factory, who spared no trouble to explain the plant. The party returned on Sunday.

By defeating Frothingham & Workman in the Montreal Wholesale Hardware Hockey League, the Canadian Fairbanks Co. again hold the trophy donated by the honorary presidents of the league, and in addition the winning players will receive gold medals presented by R. B. Coulson, of Montreal. The final standing of the league is as follows:

	W.	L.	D.	Pts.
Canadian Fairbanks Co.	7	2	1	15
Thos. Robertson Co. . . .	6	2	2	14
Frothingham & Workman Co.	6	3	1	13
Starke Seybold	4	4	2	10
Lewis Bros	4	6	0	8
Caverhill, Learmont Co..	0	10	0	0

Western Canada.

M. M. Heavens & Son, hardware, Wellwyn, Sask., have dissolved.

W. Renwick is opening a hardware store at MacLeod.

Richardson Bros., Leslie, Sask., have been succeeded by O. C. Snyder.

Chas. Herring, Granum, Alta., has sold his hardware business to D. D. Tannier.

Pattin & Piel, hardware merchants, are opening a store at Bassano, Alta.

E. G. Walker, hardware merchant, Lawra, Sask., is going out of business.

The Gurney Standard Metal Co., Calgary, have applied for change of name to Metals, Ltd.

Mr. Payne has built a new warehouse and store at Cheadle, Alta., and is starting in the hardware business.

J. Main & Co., hardware merchants, Vancouver, are selling their business to M. Dumond.

Wm. Dickson, hardwareman, Gainsboro, Sask., has sold his business to A. Andrews.

Brown & Davis, Strathcona, Alta., hardware merchants have dissolved. W. E. Brown will continue in business.

The Wilkie Hardware Co., Wilkie, Sask., have taken over the stock of hardware and rented the building of J. J. Gunn & Co.

The Cardston, Alta., Implement Co., Cardston, are erecting a two-storey brick building. The lower floor will be used as a hardware store.

The Woodhall-Davidson Co., metal workers, Lethbridge and Calgary, have dissolved. T. R. Davidson has purchased the Lethbridge business and the Woodhall Metal Co. will succeed the old concern at Calgary.

The Manitoba Bridge and Iron Works, Winnipeg, have erected fire escapes on the Royal Hotel, Fernie; Public School at Stony Mountain, Man., and the St. Boniface Convent, St. Boniface, Man. They also have contracts for the structural steel for the new Bank of Montreal, Winnipeg; R. H. Williams Departmental Store, Regina; Winnipeg Veterinary Hospital, and the new Union Station, Fort William, also for the iron and steel for four combination span bridges at Shellmouth and Russell, Man., and the new bridge over the railway tracks at Saskatoon.

There are few business men in western Canada who did not know the late A. F. Horsman, manager of the Gurney Standard Metal Company, Calgary, says the Trade Gazette, of that city. In that wide circle he was highly esteemed because of his ability and personal qualities. For more than a quarter of a century he labored vigorously to attain success. He had just completed his labors and accomplished his ambitions when death came. It was Mr. Horsman's intention to spend the remaining years of his life in leisure, traveling with his wife and daughter. A few days before his demise he said: "My work is done. I have all the money I need; all my family needs. I relinquish the management of my company to younger hands, and feel confident that my successor, who is an active and able man, will continue to direct our business to still greater successes. I am going to travel and enjoy life until I am called away." Mr. Horsman was at Edmonton introducing his successor to the trade when he was stricken down.

United States.

C. Edward Wood, late Sales and Advertising Manager of the Dominion Cart-ridge Co., Montreal, who last year was appointed to a similar executive position with the Standard Arms Co., Wilmington, Del., has been elected a director of that company. The Standard Arms Co. are makers of automatic and hand-operated repeating rifles, which have already found a ready market, owing to their unique features.

Trade News from the Atlantic to the Pacific

Two St. John Industries Looking to the West for the Expansion of Their Business—English Capitalists May Establish Cement Works in Nova Scotia—Nail Factory at Toronto Burned—Chatham Gets New Industry.

ST JOHN.

March 9.—At the annual meeting of the shareholders of T. McAvity & Sons, wholesale and retail hardware dealers and foundrymen, held on Thursday, March 3, Thomas McAvity, president of the board of directors retired from the post of responsibility, he has so long occupied, and George McAvity was elected in his stead, John A. McAvity was made vice-president and James W. McAvity succeeds his father, the late James H. McAvity, as a member of the board. Charles Coster was elected secretary. Thomas McAvity remains on the board, but will take a less active part in the work than formerly. He has been fifty years in business—a great record for continuous, successful, arduous work—and for the last thirty years he has been head of the hardware department and senior director of the firm. After fifty years as one of St. John's most honored and conspicuous business men, Mr. McAvity is still hale and hearty and able to enjoy life.

One of the matters discussed at the annual meeting was the future of the company's iron foundry, which it has been stated might be removed to the west. An offer from Port Arthur has been under consideration for some time, and another came more recently from Montreal, while Toronto has also been considered. No decision has yet been reached in the matter, and the directors will make a report at a later date.

The proposal to move from St. John is not because of any unsatisfactory conditions here, but simply a business proposition, it being considered advisable to locate nearer the western market, which has grown very rapidly until it forms a large part of the foundry business. It is possible that even though the foundry be moved west the brass works and wholesale business here may be enlarged.

The shareholders of the James Pender Co., manufacturers of wire nails, etc., at a meeting held recently, practically decided to merge the company with an upper Canadian syndicate and as a result, James Pender will go to Fort William under a contract of from three to five years to manage the new concern. The merger does not mean that the St. John Plant will reduce its output, but, rather, that it will be in a better position to increase its business. By establishing at Fort William the company will be in a better position to control the western market, as the eastern market is now controlled by the St. John plant.

Mr. Pender said work would be commenced on the new plant at once and it would probably be in operation in

the fall. It is understood the offer for the Pender stock amounts to something more than \$100 above par.

F. Pierpon Shaw, St. John; Truman Beckwith, of Providence, R. I.; Charles Rosenthal, of Boston; Wm. G. Latz, of New Haven, and Theodore T. Hazlewood, New York, have applied to the Provincial Government for incorporation as the Big Six Coal Co., with a capitalization of \$2,000,000. The company propose to develop the soft coal areas near Chipman, N.B.

W. A. Steiper, hardware dealer and metal worker, Mill Street, has announced that he will be a candidate for aldermanic honors in the civic elections in April next. He will contest Dufferin ward against Ald. Codner.

In consequence of the campaign carried on by the board of health to compel citizens to instal proper sanitary conveniences in their houses, the local plumbers are enjoying a great boom in business. Practically all the plumbers are piled up with orders and several have so many orders ahead that they are unable to accept any more work for the next few weeks. The board of health is compelling landlords to put modern closets in all the houses.

A review of building operations in St. John in the past ten years shows that over \$3,000,000 has been expended in the erection of new buildings and the improvement of various structures.

The city council is about to call for tenders for repairs and painting the exhibition buildings in preparation for the Dominion exhibition to be held here, Sept. 5 to 15.

W.E.H.

HALIFAX.

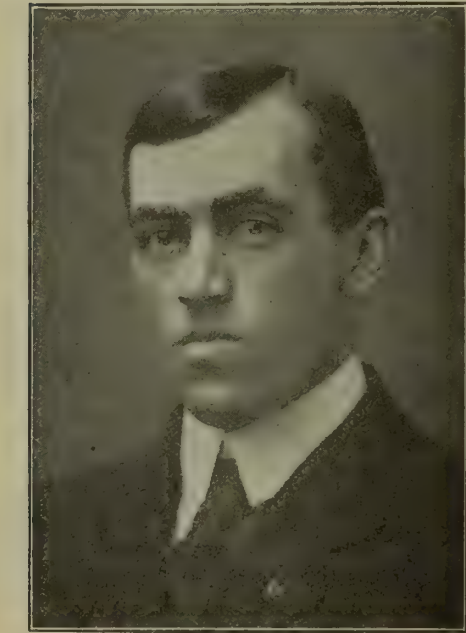
March 8.—A representative of an English cement manufacturing company is in Nova Scotia examining limestone quarries and getting samples of the stone, having analyses made, and forwarding them to principals in England, and reporting upon the possibilities for establishment in Nova Scotia of a branch of the cement works, to be operated independently of the merger. So far three properties have been examined, and the analysis of the stone from property at Marble Mountain, C.B., seems the best, and very satisfactory to the English representative.

Walter B. Scovil, a commercial traveler for Frothingham & Workman, Montreal, shot himself in a room of the Norfolk Hotel, New Glasgow, on March 5. He was shown to a room and soon afterwards was found to have shot himself through the right temple. The revolver was a five-chambered Smith and Wesson. The deceased was a man

of good appearance, gentlemanly in his manners and made many friends. He was 39 years of age, his home being in Chatham, N.B. For years he traveled for a St. John firm and he had also traveled for Caverhill, Learmont & Co., Montreal.

PETERBORO.

March 10.—The city council have taken up the matter of securing for Peterboro the sixth annual convention of the Ontario Retail Hardware and Stove Dealers Association, and a deputation consisting of Alds. Armstrong and Phelan, the latter a former manager of the Peterboro Hardware Co., interviewed Secretary Wrigley, of the Hardware Association, in Toronto to-day and advised him that Peterboro would grant the free use of the Armories for a hardware exhibition and the assembly hall in the Collegiate Institute (adjoining the armories) for a convention hall. "Peterboro wants this convention and we are in a position to handle it satisfactorily. Let us know what you want and we'll do what we can to accommodate you," said Ald. Phelan. Secretary Wrigley said the chances for holding the convention at Peterboro were very good and the city's offer would be reported to the executive committee of the association. It is understood that Toronto has already offered the large St. Lawrence Arena to the association if they will meet in that city next year, but as the convention has never met east of Toronto, Peterboro has first claim for the meeting.



HARRY MORGAN, Peterboro,

Appointed President of the Peterboro Hardware Company.

At the annual meeting of the Peterboro Hardware Co. a week ago, Vincent Eastwood, manager of the Royal Bank, resigned as president of the company, and was succeeded by Harry Morgan, who will in future be president of the company. Mr. Morgan was thinking of removing to the west last year but his

many friends will be pleased to learn that he is now unlikely to make any such change.

BRANTFORD.

March 8.—Watt & Squire report a big sale of dog muzzles and chains. There are 700 licensed dogs in the city, and no less than 500 muzzles were sold by this firm.

The death took place in Chicago last week of H. J. Racey, vice-president of the Orr & Lockett Hardware Company, a former Brantford hardwareman.

The former employees of the Batty Hardware Company, Norwich, waited on Ed. Batty at his residence last week, and presented him with an address and handsome club bag.

The Six Nations' Indian Council is securing plans for a new school on the reserve at Smith's Corners.

The Brantford Separate School Board is asking power to issue debentures for \$20,000, for the erection of a new school, to accommodate pressing needs.

The Brantford Public School Board will erect two four-room additions to the King Edward and Ryerson Schools, at a cost, each, of \$12,000. They will also spend \$6,000 in erecting fire-escapes and steel stairways.

W. S. Homan has secured the contract for the erection of a new four-room school with basement at Niagara Falls View.

Tillsonburg council granted a franchise to supply natural gas to that town, to G. W. Tillson. This should result in a big demand for gas stoves, ranges and fixtures.

Blair school board will install a new heating system in the school.

The Kossuth school board are gathering information for a change in the heating and ventilating systems of the school there. A. W.

TORONTO.

March 9.—The McBrien Mfg. Co.'s nail and tack factory at 147-149 Main Street, Dovercourt, Toronto, was damaged by fire on Monday night, to the extent of \$1,000, and the machinery, etc., to the extent of \$5,500. The loss is only partially covered by insurance. It will be some time before the plant can be operated again.

The Robertson Hardware & Lumber Co., Dupont Street, Toronto, have been awarded the contract for supplying material and fitting up Brandram & Henderson's new Toronto warehouse, at 43 Colborne Street.

LONDON.

March 11.—Percy Woodward, formerly employed at McClary's, the London Foundry Co. and Wortman & Ward's here, has obtained a patent at Washington on a rotary engine which he has been working at for five years.

A plan to open and close retail stores and also factories one hour earlier from May to September is being discussed, the idea being to preserve an additional

hour of daylight for recreation in the evening.

J. Walker Henry, bookkeeper at the London Foundry Co., left this week for Vancouver, where he will take a position.

The Board of Trade will endeavor to arrange "perpetual excursions" for merchants who purchase goods in the city, which means that buyers will have the price of their railway tickets refunded when certified to by the Board.

Local masons have purchased property on Queen's Avenue, near Wellington, for \$11,000, on which they will build a fine temple. W. E. E.

CHATHAM.

March 8.—Chatham is to have an automobile factory. The Swift Motor Car Co., of Detroit, have arranged to open a branch here, to be known as the Swift Motor Car Co., of Canada, a portion of the capital being furnished by the American concern and the balance by the present proprietors of the Chatham branch of the Canadian Gas Power & Launches, whose factory and machinery here will be utilized by the new concern. About 40 hands will be employed at the outset. The city has granted certain minor concessions.

Arrangements have, it is reported, also been concluded for the location of a factory here by the Anhut Co., of Detroit, manufacturers of automobiles, the property formerly occupied by the Chatham Motor Car Co. being utilized.

J. G. Fleming, of the Blenheim hardware firm of J. W. Fleming & Son, has severed his connection with that concern and will travel in the Canadian West for the Moffat Stove Co.

The J. C. Shaw Hardware Co., of Wallaceburg, have added a tinsmithing and plumbing department in charge of T. F. Clark, formerly of Sarnia. W. E. P.

VANCOUVER.

March 5.—There was keen competition for the civic contract for the supply of brass goods and 65,000 feet of galvanized iron water pipe for the waterworks department. Crane Company was the successful tenderer in the former instance at \$3,356.50, while A. J. Forsyth & Co. secured the latter at \$2,622.50. Both are local firms. The tenders were: Brass fittings—Crane Company, \$3,356.50; Robertson-Godson Co., \$3,451.02; McLennan, McFeely & Co., \$3,524.33; B.C. Supply Co., \$3,570.88; Canadian Fairbanks Co., \$3,783; Canadian Brass Co., \$3,930; Barr & Anderson, \$3,930; Galvanized iron pipe, including 45,000 feet of 1/2-inch, 10,000 feet of 3/4-inch, and 10,000 feet of 1-inch—A. J. Forsyth & Co., \$2,622.50; Robertson-Godson Company, \$2,799.50; Canadian Fairbanks Company, \$2,825.70; McLennan, McFeely & Co., \$2,825.75; W. C. Winterburn, \$2,910; Evans, Coleman & Evans, \$2,966.50; Crane Company also tendered but not for the full quantity, but prices were higher than the tender accepted. R. B. B.

Are You Prepared to Meet the Demand For Housecleaning Necessities?

Is your stock of bottled Turpentine, Wood Alcohol, etc., complete? Have you plenty of putty in small tins? There will be a big demand for Scrub Brushes, Horse Brushes, etc., as well as for Feather Dusters, Zenith Floor Brooms and Bannister Brushes very soon.

Stephens

values are unequalled by any house in the Dominion and our lines are complete. Write, phone or wire, and we will ship the requirements the same day we receive the order.

G. F. Stephens & Co.

LIMITED

WINNIPEG

Branch at Calgary, Alberta.

Corrugated Iron

We make it—either painted or galvanized in 3, 4, 6, 8, 10 foot lengths. In 27½ inch or 33 inch widths.

Metal Siding and Shingles

Galvanized or painted, all weights.

SEND US YOUR ORDERS

Winnipeg Ceiling & Roofing Co.

SHEET METAL MANUFACTURERS

Fort Rouge

Winnipeg

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

ECONOMY SIDE WALL REGISTER



It is cast from original bronze patterns, is exceptionally well finished and attractive.

Face has large area, and being convex, offers little resistance to passage of warm air currents.

Face is attached to frame with one set screw.

Frame has flaring base, which permits of the use of a large, unobstructed box and supply pipe.

Is made in standard sizes, 7x10, 7x12, 8x13 and 10x13.

It will way you to get our prices before making up your season's supply of register boxes.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, March 10.—Wholesalers as well as merchants have been particularly fortunate this winter in the matter of transportation. The roads have been kept clear and shipments have been delivered promptly. This feature greatly facilitated the late tendency on the part of retailers to order often and more moderately, with a view to controlling stocks on hand. Wholesalers are very much gratified with the condition of the trade in general, as the reports of travelers come in. With the increase of orders for spring and summer goods retailers are also increasing their sales in lines that could not reasonably be expected to move freely at this early date. Building operations have actually begun in different centres of the west and this form of activity will accelerate until it reaches unlimited proportions. The agricultural communities are buying heavily in wire fencing goods and prices have been considerably strengthened. Staples are up to \$3 at present. Nails have a very strong market, and an advance is rumored. Bar iron prices are stiff at the old quotations.

Winnipeg Quotations.

Wire—Barbed wire, 100 lbs., \$3.15; plain twist, \$3.40; staples, \$3.00; annealed wire, \$3 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Poultry Netting—57½ per cent.

Horseshoes—"M R M" and "Bell" iron. No. 0 to 1, \$4.50; No. 2 and larger, \$4.25; snowshoes, No. 0 to No. 1, \$4.75; No. 2 and larger, \$4.50; steel, No. 0 to 1, \$4.85; No. 2 and larger, \$4.60 feather-weight, \$6.

Horse Nails—"M R M" cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$2.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Wire Nails—\$2.80 Winnipeg and \$2.35 Fort William.

Cut Nails—\$3 per keg base; pressed spikes, \$3.50 base, usual extras.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Bolts—Carriage ½ and smaller, 65; 7-16 and larger, 55; machine, ½ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Rivets and Burrs—Iron rivets 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 31c; 10, 34c per lb.

Harvest Tools—50 and 5 p.c.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Blocks—Steel, 45; wood, 60 per cent.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Stove Pipes — 6-inch, \$8.69; 7-inch, \$9.31.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Logging Chains.—5-16, \$5.60, ¾, \$5.50; 7-16, \$4.80.

Enamelware.—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Grindstones.—Per 100 lbs., \$1.65.

Wringers.—Royal Canadian, \$35; new easy, \$39.

Crowbars.—4½c per lb.

Steel Square.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—21c per lb.

Lanterns.—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Rope.—Sisal, 9¼; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Bar Iron.—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$3.50; Jessop, \$13.

Pig Lead.—\$5. Lead pipe, \$6.

Sheet Zinc. — Casks, \$7.75; broken lots, \$8.50.

Copper.—Planished copper, 33½c per lb.; tinned, 24c.

Iron Pipe—Black pipe, ¼ in., \$2.45; ⅜ in., \$2.85; ½ in., \$3.50; ¾ in., \$4.25; 1 in., \$6.10; 1¼ in., \$8.30; 1½ in., \$10; 2 in., \$13.30; 2½ in., \$21.75; 3 in., \$28.60; 4 in., \$40.75; 5 in., \$50; 6 in., \$65. Galvanized: ¼ in., \$3.50; ⅜ in., \$3.85; ½ in., \$4.25; ¾ in., \$5.50; 1 in., \$7.90; 1¼

in., \$10; 1½ in., \$13.20; 2 in., \$17.60; 2½ in., \$29.

Fittings.—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Galvanized Iron—Appolo, 16 gauge, \$3.65; 18, \$3.70; 20, \$3.75; 22 and 24, \$3.85; 26, \$4.05; 28, \$4.45; 30-gauge or 10¼-oz., \$4.65; Queen's Head, 20, \$3.85; 24, \$4.05; 26, \$4.45; 28, \$4.65.

Tin Plates—I.C. charcoal 20 x 28 full box, \$9; ½ box, \$4.75; IX. full box, \$11, ¼ box, \$5.75; IXX. full box, \$13.50; ½ box, \$7.

Terne Plates—I.C. plates, \$8.50.

Canada Plates—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40, full polish 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline 24c; Sunlight, 20c; Family Safety, 24c; Seach Light, 22c; National Light, 25c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c; Acme Lamp, 30c; White Lily 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils—White lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3; 100 pound drums, \$2.75; turpentine, bbl. lots 90c per gal.; linseed oil, raw, 90c; boiled, 3c per gal. advance on this price.

Ammunition—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof do., \$8; honker in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins (50 lbs. bulk), per tin, \$26.50.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Soot Destroyer — J. R. McMillan, Guelph, asks for the name of the Canadian agent for "Imp" Soot Destroyer, made by the Gourmet Co., Mt. Pleasant, London, W.C., Eng.

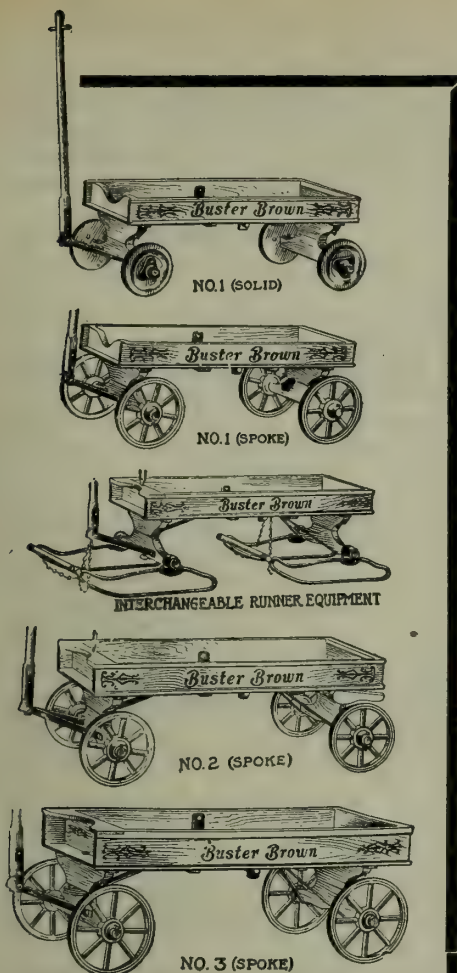
E. K. Watson & Co., 6 St. Sacrement street, are agents for this company but they handle the "Sunlight," not the "Imp."—Editor.

Sample Fasteners—W. Marshall, Milk River, Alberta, asks where he can secure fasteners to show samples of hardware on show cases.

Cameron & Campbell, Richmond and Sheppard street, Toronto.—Editor.

Steel Silos—Joseph Chalmers, Palmer-ton, asks what firms manufacture steel silos.

No Canadian firm manufacture a steel silo. The nearest to this is steel culverts, 72 inches across being the largest size. Metal lath is also used in reinforcing concrete silos. The Metallic Roofing Co., Toronto, have been considering the making of steel silos.—Editor.



"Buster Brown"

CHILDREN'S EXPRESS WAGONS

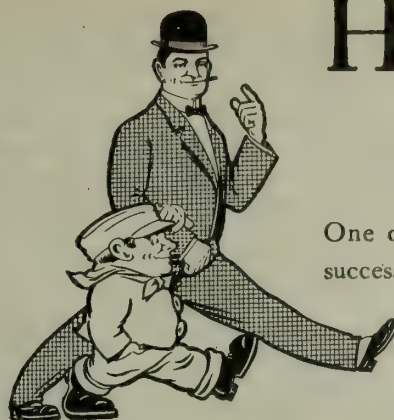
sell successfully everywhere!

Beautifully painted and striped,
strongly made and easy-run-
ning.

Handy around every store, home
or farm.

In 4 sizes. Send for prices and
terms.

The Woodstock Wagon & Mfg. Co.
Woodstock, Ont. Limited



HAND IN HAND

One of the secrets of our success and the
success of our agents is that we have worked
together — hand in hand. We
know that the merchant and the
manufacturer must be of mutual
assistance to each other. We be-
lieve implicitly in co-operation.

*It is to our advantage as well as yours to help you secure the trade in
your district. As our agent you are an integral part of our organization.*

THE SHERWIN-WILLIAMS AGENCY IS A GOOD ONE

We hold our agents by giving them honest products in which they can
have absolute confidence, and on which they can make good profits.
We help them market their goods by the most effective advertising helps.
We reach their prospective customers through the mails with convincing
letters and advertising matter. We have also provided a long line of
window dressing outfits, outdoor displays, posters, newspaper electrotypes,
etc., for the agent's own use.

THE SHERWIN-WILLIAMS CO.

MAKERS OF PAINTS AND VARNISHES

CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.

WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B.C.



"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



Our Facilities for Making Show Cases, Store Fronts, Special Cases, Fixtures, etc.

enable us to turn out this class of work promptly at moderate prices.
Attractive and durable designs to offer you—they will help sell your goods.

Write us your wants and we will be pleased to quote.

The Winnipeg Paint and Glass Co., Limited

EDMONTON

WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

W. Duquette will build a factory at Montreal to cost \$14,000.

George Weston will erect a four-storey biscuit bakery at Toronto.

The Ottawa Vacuum Cleaner Co., contemplate locating at Brockville, Ont.

The Dowsley Spring & Axle Co., Chatham, will extend their plant this year.

Walker, Parker Co. will erect four-storey brick addition to factory, at Toronto.

Toronto Showcase Co. will erect a two-storey brick factory at Toronto to cost \$32,000.

The Canadian Goodyear Tire & Rubber Co. will erect their factory at Bowmanville, Ont.

The Parisian Laundry will build a three-storey brick addition to their laundry at Toronto, to cost \$11,000.

The Lantz Co., Buffalo, manufacturers of interior furnishings, will locate a Canadian branch at Bridgeburg, Ont.

The Playfair Co., Midland, have granted the contract for a steel freighter, which will be the largest steel freighter on the Canadian Upper Lakes, to the Collingwood Shipbuilding Co.

Municipal Undertakings.

Aldermere, B.C., will construct a waterworks plant.

Hutchinson Bros. were awarded the contract for hydrants at Victoria, at \$44 each.

Ladner, B.C., south of Vancouver, is securing plans for a new water system, to cost \$125,000.

Winnipeg will call for tenders for 2,500 feet of water pipe, also for 150 valves and 50 hydrants.

The Robert Mitchell Co. have been awarded the contract for the supply of brass goods for the waterworks department at Winnipeg.

Tenders addressed to Newton J. Ker, city engineer, Ottawa, will be received until March 15 for the supply and delivery of waterworks fittings, etc.

Sewers will be constructed on the following thoroughfares at Toronto: Lane, Hugo, Follis, Mavety, Boulton, Beresford and Seymour avenues and Baxter street.

The following is a list of successful tenderers for supply of waterworks material at Saskatoon, Sask. Sewer pipe, American Sewer Pipe Co., Akron, Ohio; water meters, Neptune Meter Co., New York; iron pipe, Jas. Robertson Co., Toronto.

The London board of works want \$99,530 for this year's work. The amount includes a storm sewer, \$8,000; exhibition buildings, \$2,400; sewers and culverts, \$4,500; 30-inch syphon pipe and

overflow sewers, \$10,000; and a storm water drain on Piccadilly street, \$520.

Tenders were accepted by the Water Committee at Vancouver, for brass and water pipe fittings and upwards of 65,000 feet of galvanized water pipe. The successful bidder in the former was Crane & Co., at \$3,356.50, while A. J. Forsyth secured the latter at \$2,622.50.

Tenders addressed to J. H. Trusdale, city clerk, of Saskatoon, will be received until March 14 for cast iron pipe and specials; fire hydrants, gage valves and valve boxes; sewer pipe and junctions, and until March 21 for furnishing material for and erecting a steel stand pipe.

Public Buildings.

Alterations will be made to the City Hall at Moose Jaw.

An isolation hospital will be erected near Grand Forks, B.C.

The Church of England will erect a new church at Oak Bay, B.C.

The alterations to the old post office at Winnipeg will cost \$42,000.

Catholics of North Sydney, N.S., will erect a church to cost \$18,397.

A new dairy stable is recommended for the Agricultural College at Guelph.

The Presbyterians of Vancouver will erect a new church on Pender avenue.

The reconstruction of Manitoba's legislative buildings will cost \$400,000.

Bonar Presbyterian congregation will erect a new church at Toronto to cost \$38,000.

An undenominational residential college will be erected at Moose Jaw, to cost \$300,000.

C. P. Walker, of Winnipeg, will erect modern theatres at Winnipeg, Fort William and Saskatoon.

Elkins & Norris, of Richford, Vt., were awarded the contract for the Catholic Church to be built at Bedford, Que.

Tenders are being called for the new \$100,000 twelve-roomed school to be erected by the Edmonton Public School Board.

The Victoria Department of Public Works has awarded the contract for an eight-room school house to A. J. Prudhomme at \$26,000.

Tenders addressed to W. E. Pinkerton, secretary-treasurer, Yorkton Collegiate Institute, Yorkton, Sask., will be received until March 15 for the several trades required for the construction of a collegiate institute.

The following building estimates have been prepared by the Toronto Board of Education: Technical School, \$100,000; Oakwood High School, \$90,000; Frankland School, \$60,000; additional to Humboldt Avenue High School, \$40,000;

additions to Public Schools, \$300,000; Manning Avenue School, \$90,000. Total, \$740,000.

Two collegiate institute buildings, each to cost not less than \$125,000 and to contain from twenty to twenty-five rooms, and one or two public schools of modern type will be built in Winnipeg this year.

General Building.

A Masonic Temple will be erected at London.

A wireless station will be erected at Winnipeg.

The Imperial Bank will erect a bank building at Kamloops, B.C.

A Y.M.C.A. building will be erected at Portage la Prairie, Man.

The Victorian Order of Nurses will erect a new home at Toronto.

A \$13,000 brick block will be erected at Victoria by Dr. Garecse.

The Canadian Bank of Commerce will build a branch office at Victoria.

W. W. Walsh will build an apartment house at Vancouver to cost \$13,000.

A summer hotel will be erected on Campbell's Hill near Talamagouche, N.S.

The Alexandra Club, Victoria, will erect a club house at that place to cost \$15,000.

F. Nicholis, Toronto, will erect a six-storey office building on King street, that city.

Joseph Perrault has completed plans for St. George's Apartments to be erected at Montreal.

Recent building permits at Victoria include: H. W. Davies, apartment block, \$8,000; John Valo, combined store and dwelling, \$4,000.

The contract has been let to Phillip Burns by the Paulin-Chambers Co. for their building at Winnipeg. Work will start at once. Cost, \$31,000.

The following building permits have been issued by the Toronto City Architect: Dr. J. F. Gallanough, seven dwellings, \$24,000; Jess Applegath, dwelling, \$20,000; James Gibson, three dwellings, \$18,000.

Recent building permits at Ottawa include: Jas. Davidson, apartment house, \$6,000; T. J. Somerville, dwelling, \$3,000; David Beggs, dwelling, \$2,500; S. Miller and D. E. Epstein, addition to shops and dwelling, \$5,000.

The Toronto City Architect reports that permits for 328 new buildings of the approximate value of \$860,440 were issued last month, which is an increase of 72 buildings and \$7,405 in values over the corresponding month last year.

Railway Development.

The Grand Trunk survey party have left to lay out the route for a new line between Regina and Moose Jaw.

The Fredericton Street Railway Co. will construct an electric railway, which will connect St. Mary's, Gibson, Maryville and Nashwaaksis on one side of the river and Springhill and Victoria Mill on the other side.

INGOT

ANTIMONY
COPPER
LEAD
ZINC
TIN

IN STOCK

A. C. LESLIE & CO.,
LIMITED
MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL

IVER JOHNSON

TRUST
THE
TRUSS



Truss Bridge BICYCLE WITH SPRING FORK

The value of the truss as a factor for strength and rigidity is exemplified by its employment in bridge construction. The truss is generally regarded as the most scientific means of supporting weight between piers, as it stiffens under pressure.

The truss in the frame of the Iver Johnson gives added strength and rigidity. It holds the frame absolutely rigid and in perfect alignment. The elimination of jolts is accomplished—consequently the Iver Johnson is wonderfully strong and easy-running. The new spring fork absorbs vibration from the hub and makes all roads seem smooth.

Write for Catalogue and Dealer's Proposition

This is worth looking into if you want to make good money on a good proposition. Dealers generally agree that Iver Johnson is the best seller on the market.

IVER JOHNSON'S ARMS & CYCLE WORKS

Manufacturers of Iver Johnson Revolvers ("Hammer the Hammer") and Single Barrel Shotguns
Factory and General Offices, 330 River Street, Fitchburg, Mass. New York, 99 Chambers St
Pacific Coast Distributors, Baker & Hamilton, San Francisco, Cal.
Southern Selling Agents, Henry Keidel & Co., Baltimore, Md.

Good Bars and Bolts

are indispensable to every hard-wareman. You can be on the safe side if you handle the kind that is uniform and flawless throughout.

London Iron

WRITE FOR PRICES

Sales
Agents:

Baines &
Peckover,
Toronto, Ont.

Bissett & Loucks,
Winnipeg, Manitoba.

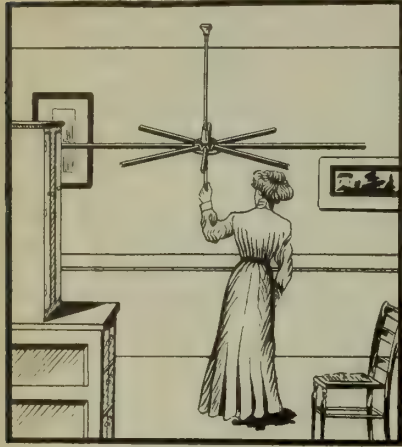
**LONDON
ROLLING
MILL CO., LTD.**
LONDON, CAN.



NOVELTIES AND NEW GOODS

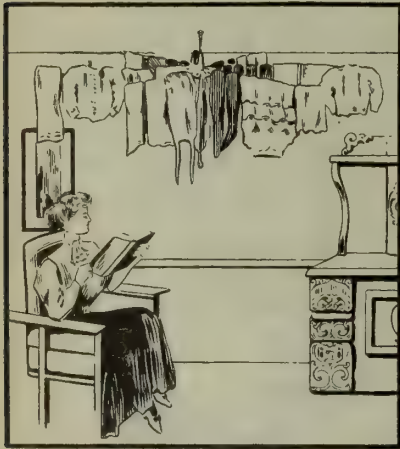
MAPLE LEAF CLOTHES DRIER.

A real novelty and a most useful household invention is the "Maple Leaf Clothes Drier," made by Ronald MacMaster, manufacturers' agent, Hamilton and Vancouver. It is a contrivance for lightening the labors of wash day



Drier Ready to Use.

by doing away with the disagreeable part of hanging out clothes in winter and bad weather, thus saving the risk of catching cold and injuring health. By its use the wash day need not be postponed; nor will the clothes be covered with soot from surrounding chimneys,



Drier Raised With Clothes.

as by the old-fashioned way. These are points that might be emphasized by hardwaremen to advantage.

The drier consists of a socket screwed into the ceiling of the kitchen, and this is the only part of the contrivance seen when the drier is not in use. Into this socket a centre rod with removable arms is set, and on the arms the washed clothes are hung. A handle depending from the centre rod enables the housewife to raise or lower the drier at will.

When drying the clothes are near the ceiling—the warmest part of the room—and out of everybody's way. When dry a touch of the handles lowers the drier, the clothes are removed, and the drier itself may be taken apart and folded away. The contrivance has a neat appearance and a large capacity. Illustrated circular give fuller particulars. Mr. MacMaster is also handling electric sad irons and hardware specialties.

PADLOCK DISPLAY CABINET.

A display and stock cabinet is being supplied customers by the Corbin Cabinet Lock Company, of New Britain, Conn., with assortment No. 400. The cabinet is 17 inches high, 14 wide and 12 deep and is intended to stand on a show case or counter. Space is available for displaying 20 styles of locks on the face of the cabinet, these selling at 10, 15, 25 and 50 cents. The back of the cab-



Corbin Lock Display Cabinet.

inet is fitted with a door and inside there is room for an assortment of 92 locks, each being numbered with a nickle plated tag. The cabinet is very convenient in size and customers can be served without going behind the counter.

FURNACE HEATING VENTILATION.

The people of this generation are much more intelligent on the matter of hygiene and sanitation than any preceding generation; people are familiar with references to, and discussions of, questions of health and healthful surroundings; experience has taught many people that fresh air, the one thing which is unlimited and costs nothing, is not only essential to our existence, but has great powers in overcoming certain disturbed conditions arising in the human body, said W. T. Andrews in an address before the Federal Furnace League.

With this basis it ought not to be very difficult to convince a person that a warm-air furnace, which brings into the house, whenever the furnace is employed for heating, a constant supply of fresh

air from out-of-doors, has, in this fact alone, sufficient claim for preference over a steam or hot-water boiler, which simply warms over again the air which was in the room when the heating was started.

The boiler men make great claims for their apparatus, that much less fuel is consumed; but if the warm-air furnaces did only what the water or steam boiler does, the probability is that the warm-air furnace would consume less fuel than the boiler, for if the air from the various rooms be taken back to the furnace and warmed over and over again it is quite a different task from taking air from out-of-doors at zero, or lower, and immediately raising it to 70 degrees.

With institutions established in various parts of the country for those suffering with pulmonary troubles to sleep and live out of doors that they may be constantly in the fresh air, with the very practical demonstrations constantly before us of young people's health being much improved by out of door exercises, with adults seeking the benefits of outdoor exercise in golf, boating, and touring in automobiles, it should be a very easy matter to make it evident to every reasonable person that when we are within our homes we can poorly afford to dispense with the fresh air which is so essential to our health.

If the warm air furnace men were to resort to questionable means as have been employed by their opponents they would denounce in the strongest terms the unhealthfulness of steam and hot water systems. Let it be understood that no reference is made to indirect steam or hot water heating in the foregoing. This form (the indirect) supplies fresh air; but its construction and its operation are so very expensive that only the wealthy can afford to have it, and the places where it is used are so few that that phase of the question is negligible.

As though warm air furnaces had not had troubles enough, it is, in addition to all those already referred to, subjected to the very important one of having its rights neglected by the architect in planning a house to be heated by warm air. The architect in making his plans too frequently positively refuses to take into consideration the fact that in order to do its work properly, the warm air furnace must have certain conditions provided for it; but the furnace is planned to be put where it is at great disadvantage in the matter of distributing heat; the pipes have to be carried through awkward, out-of-the-way places, to the great disadvantage of the flow of air; and too often with insufficient space for the proper capacity.

It is to be hoped that the architect can be brought to see that proper provision must be made for the warm air furnace, as much as for a water service, or a gas service, or an electric lighting outfit; and that its claim for room and proper arrangement cannot be entirely ignored.

The Retail Paint Trade

USING ADVERTISING MATTER.

The advertising help given by the paint manufacturers to their agents will be greater than ever this year. Nothing that human ingenuity can suggest is being left undone to help the dealer in his sales. Artistic productions worthy to be framed, window trims, signs, and other methods of display are showered on the merchant, and yet cases are even now too common where little trouble is taken to utilise the matter. A salesman goes into a store which he knows carries his firm's lines, and looks in vain for the pretty hangers and colors cards that should be hanging about showing customers what good paint really is, and what it means to a weather worn surface. "Where is all the advertising stuff we sent you?" is the inquiry. "Oh," comes the answer, "it is under the counter. I meant to display some, but have not had time." This is but another way of saying that the dealer had not grasped the pulling power of advertising matter.

Does he think that the manufacturer is spending all this money on artistic designs simply for the fun of the thing? It would seem so, or the fact that the hangers and cards had been sent to him would cause him to think that perhaps it might be worth while hanging up a few specimens.

Paint cannot be expected to sell itself. It must be pushed prominently before the customer's notice. Odd corners here and there must announce the many qualities of So-and-So's paints. Prettily painted cottage designs will cause the observer to say: I wish I could get my house to look like that. This will make him question the dealer on the subject and the way is paved to make a good sale. Apart from the direct influence that this display matter has upon the customer, the store is made all the more pleasing by its appearance. Many a pillar and odd place on wall or counter can be touched up with a prettily painted house, fence, interior design, and so on. While in a window display trims, etc., are indispensable.

The great secret of successful paint selling is advertising, that is presuming of course that the merchant is carrying a line in which he has every confidence. The value of painting must assail the customer on every side. A direct attack at home by means of a personal call or letter, an indirect attack on the way into the town, village or whatever it may be by means of a sign or two on a nearby fence or post, another indirect attack by window display, still more attack by interior display, and then the final capture on the part of the salesman. There must be no let up in the game.

Each of these forms of attack have their value. They are good independently of each other but they are magnificent in co-operation. But even if the merchant fails to rise to the occasion, and advertise his paints as they should be advertised, he has little excuse in neglecting to hang up the matter supplied him by the manufacturer. Here little effort is required. The boy can do it under his directions. To have a good line of paints and to let them lie hidden at the back of the store, only

Floorglaze

"the finish"
"that endures"

Costs you nothing to see what our new Floorglaze proposition is. A postal does it.

Sells every day in the year, because the new additions to the regular M.L. Floorglaze Enamel Colors—the M.L. Floorglaze Lacs and Transparent—fit this line to get every dollar's worth of paint business in your neighbourhood—both for indoor use or out. The M.L. Floorglaze Lacs (10 of them—they wear like iron) match perfectly the grain and coloring of all the fine hardwoods used in furniture, floors, panellings and all building uses—while the M.L. Enamel colors (glass hard—brilliant—enduring) take care of every solid color requirement possible. A great money-making, kick-preventing line—you ought to know about it.

Samples, color cards and live proposition for live-wire dealers from our nearest agency:
Toronto, 6 Morse Street; Winnipeg, 108 Princess Street; Vancouver, 550 Beatty Street.

The Imperial Varnish & Color Co., Ltd.
TORONTO, ONT.



Prepare for Spring Trade

by placing your order at once for

—Wire Nails—

We carry large stocks of all sizes and can make prompt shipment. Packed in clean, strong kegs.

THE MONTREAL ROLLING MILLS CO.

MONTREAL



to be called into life when a customer casually asks "Do you keep ready-mixed paint," is nothing more or less

than a crime. It seems hardly possible, and yet there are such cases still to be met with.

PAINT AND OIL MARKETS

MONTREAL.

March 11.—Orders continue to show improvement, and shipping departments are now working at full pressure. The mild weather in the Province of Quebec, has stimulated the movement, and dealers are showing anxiety to get in their stocks. All lines show the approach of the spring, and there is a good tone all the way round.

The linseed oil market has been somewhat unsettled by the break in the association, and some cutting has occurred. The fact led a number of buyers to inquire as to whether startling changes were likely to happen. However, business conditions are so good, that apart from the flax situation itself, any startling reaction is out of the question. Ground white lead is moving well, and shipment in many cases is being hurried. Colors continue prominent, and indicate the general good demand.

Turpentine—it is reported that the large quantity of turpentine which was hanging over the market has now all been disposed of, and unless the new crop comes to hand in quick time, it is likely that higher prices may result. There is, however, no speculation in buying, and the demand is normal. Prices are unchanged, and we quote 82c for single barrels.

Linseed Oil—A great deal of discussion has been created by the break in the association, but the market has apparently come to the conclusion that the high price of seed and the general good trade conditions will offset any decided feeling of weakness through the market being open. Quotations will be influenced, however, by the amount of stocks jobbers may have on hand. A slight reaction has shown itself, only natural under the circumstances and prices in some cases have been cut 2c, quotations being 80c for raw and 83c for boiled, at Montreal.

Ground White Lead — The extreme mild weather in the Province of Quebec has induced buyers to hurry forward shipments, which in many cases were marked 1st April. This has led to a good deal of pressure on the shipping departments, and made the demand generally assume good proportions. We continue to quote: \$5.50 to \$6, according to brand, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal.

Red Lead—The market is without feature, the demand being on the quiet side, although showing improvement. Quotations are unchanged: Genuine red lead in casks, \$4.75; in 100-lb. kegs, \$5.25; less quantities at \$6.25 per 100-lbs.; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities, \$5.75.

Varnish—There is a decided improvement in the shipment of all classes of varnish, more especially to the hardware trade, which has almost ceased to buy varnish in barrel, and is now taking the smaller packages. Coach, carriage and implement varnishes are showing prominence. Shellacs continue low, and good buyings is noticed for best selected gums.

Colors—Mortar stains, venetians reds, and oxides are showing good stimulation, both in the dry form and ground in oil. Ready mixed paints continue to show a great movement, there being heavier buying in anticipation of an advance later on in price.

TORONTO.

March 11.—The linseed oil situation continues to be the most talked of event of the week. Since the break in the association a week ago cutting has been somewhat in evidence. Turpentine, too, has been cut in a few cases, although the general tendency is for firmer and higher prices.

The paint selling season is opening up well, and jobbers and manufacturers say they expect a bumper year. Orders call for a wide range of paint goods. Oil and turpentine are not moving greatly, but splendid booking has been done during the week on both these lines.

Beyond the disorganization of linseed oil there are no changes in paint prices, but the tendency is upward where any change is anticipated.

Linseed Oil—The break of a week ago in the linseed oil association has resulted in cutting. Up to Saturday last the price held pretty firm, but on Monday an open cut of two cents was made, followed by a further cut of a cent on Tuesday, so that now the price locally is at 79c for raw and 82c for boiled oil in single barrel lots. Deliveries have been none too active lately, but during the week some good booking is reported to have been done.

Turpentine—The price at Savannah remains very firm with a slight advance and no new stock seems to be coming forward. The quantity on hand just now at Savannah is only just half what it was last year at this time, and the local market is rather bare of stock. If the weather turns favorable for painting there will be a shortage here for a time and prices will likely be a little higher. Just now the quotation remains at 84c, though two houses quote 83c.

Rosins—The market is thought to be at the very highest point possible, and it is believed that before the month of

CHINA-LAC

THE NEW VARNISH STAIN
With the China-like Finish



China-lac is one of the best propositions before the paint trade to-day.

China-lac is the latest and one of the best products of Brandram-Henderson, Limited, Lead Corroders, Paint and Varnish manufacturers.

It is made in 14 rich colors, for use on practically everything in the house—furniture, floors, doors, windows, screens, refrigerators, linoleum, oilcloth.

China-lac's outstanding superiority is in its china-like finish—brilliant, tough, lasting and water-and-soap-proof.

China-lac is easy to apply, and it freshens up and beautifies a home wonderfully.

The heaviest advertising that has ever been done in Canada for a varnish stain will introduce China-lac to your customers this spring. In addition we supply attractive window trims and store cards to dealers.

This is your opportunity to put fresh life into this season's paint trade. Co-operate with us in pushing China-lac—it will pay you.

Write for information on this new product.

BRANDRAM-HENDERSON LIMITED

Montreal
St. John

Winnipeg

Halifax
Toronto



The Big Chief of the Sterling Family



"The paint that lasts,"
made especially for Roofs
of all kinds, Wood or
Iron Bridges, Structural
Iron Work, etc.

It has an

Enormous Sale

The largest of any paint
of this class in Canada.



Sun—Water and
Weather **PROOF**

Fire—Rust and Com-
petition **PROOF**

Prolongs the life of any
surface, makes roofs
water tight.

**Best Results
Guaranteed**



Sold at a price that means
profit.

Real Money

for the hardwareman
also

**Lots of
Advertising**

goes with it—of course
you want to know all
about it—A postal does
the trick.

ELASTIC GRAPHITE PAINT

**PREVENTS RUST
STOPS LEAKS
CHECKS DECAY**

The Paint that lasts

*For protection of
Roofs of all kinds, Bridges,
Iron or Steel Buildings, Smoke-
stacks, Boiler Fronts, Machinery,
Tanks etc.*

Manufactured by
Canadian Oil Companies
Limited
TORONTO

St. Johns Montreal Winnipeg Calgary
Ottawa Hamilton London

April arrives some decline in dark rosins is likely to take place.

White Lead—While prices remain the same as last week the fair weather and spring demands have made a better movement in lead as well as other paint lines. Shipments have been very fair the past ten days. Quotations remain at the range of \$5.75 to \$6.40, with no change expected in the near future.

Red Lead—Deliveries of red lead are better at present than for several weeks past. Good booking ahead assures steady business right up to the middle of summer at least. The prices still run from \$4 to \$5 for ordinary lots.

Glass and Putty—Glass is decidedly slow just now. What little is moving is for repair work principally. Inquiries for fall delivery are beginning to be made, showing that a big business is anticipated later on. Present prices are easy and quotations have dropped back to the old 30 and 5 per cent. off basis. Putty is selling well at unchanged prices.

Petroleum—All prices hold firm and unchanged. The production of Canadian crude petroleum is practically all derived from the Ontario peninsula, although the west is coming to the front pretty rapidly. The production last year amounted to about 525,000 barrels, on which the Dominion Government pays a bounty of 1½ cents a gallon.

PRACTICAL PAINTING PROBLEMS.

Moisture is the foe of paint. It is far safer to have water in the paint than under the paint. Durable work cannot be done on a moist surface with a pure oil paint. On such a surface an emulsion paint capable of absorbing moisture stands a better chance, though its protective value is small.

Most woods absorb moisture very readily. They will absorb the moisture from a foggy or humid atmosphere quite as readily as from rain. Incidentally, they will also absorb moisture from green plaster, so that undried plaster on the interior of a house is likely to cause as much trouble to the paint on the outside as a foggy day.

The remedy is to paint only on well dried wood, preferably after a "spell" of dry weather—the fall season, after a dry summer, is a time very favorable to successful painting.

Other Perils.

Cold weather is also bad painting weather. It chills and thickens the oil so that there is temptation for the painter to add too much thinner in order to get easy working. Moreover, cold retards drying, and this further tempts the painter to ruin the paint with too much dryer. Extremely hot weather, especially when the wood is not absolutely dry, is likely to cause blisters, which, while they may disappear as the paint dries, nevertheless detach the paint from the wood and cause peeling at a later date.

Preparing Paint for Use.

No paint is "ready for use" for all purposes. Conditions of surface vary and each condition requires some variation in the consistency of the paint. Each coat should also vary somewhat in consistency and composition. All manufacturers carefully indicate these differences in their "instructions for use." The intelligent painter understands the requirements and makes additions accordingly. But any paint, whether white lead and oil, prepared paint, or enamel, can be and very often is absolutely ruined by improper or excessive admixtures.

Leaving out of consideration the damage that a dishonest painter can do by adding cheapening adulterations, the ignorant painter's bad judgment can cause equal injury.

The Worst Offender.

The worst offender is "liquid dryer" or "Japan dryer." Cheap liquid dryers are too often solutions of very little actual dryer in very much benzine. The addition of an excess of such dryers amounts merely to dilution of the paint with benzine. Without decriing benzine as a paint thinner, it is apparent that it should be added as a volatile thinner and not as a dryer of unknown strength.

"Japan dryer" is a dryer containing varnish gum. The "gum" in the cheaper grades is rosin. Rosin with some of the commonly used pigments forms brittle soaps, which cause cracking, chalking and scaling. If a varnish gum is required in a paint formula it should be put there in the proper proportions and with the proper balancing ingredients by the manufacturer of the paint.

Burning Up Paint.

It is the easiest thing in the world to burn up a coat of paint with an excess of dryers, even if they contain no benzine and no rosin. Too much dryer does to the paint in a short time what the air does to it in a long time—it wears out its life by oxidation. Some painters think that the more dryer there is in a paint the quicker it will dry. This is not true. After a certain limit has been reached the addition of more dryer will retard drying. There is a chemical reason for this which it is not necessary to set forth—the important point to remember is that it is a fact.

So we see that here, as elsewhere, we may easily have too much of a good thing.

Ordinarily there is enough dryer in a prepared paint to make it dry properly and the addition of more is at the user's risk.

In getting paint to dry it is a wise rule to hasten slowly. The oxygen of the air is the best possible dryer. Other dryers are to paint what stimulants are to a man—they produce prompt results, but they take it out of the constitution later. Better wait a week between coats than have to repaint a year sooner.—From a pamphlet issued by the Paint Manufacturers' Association.

"QUESTION BOX"

"GANANOQUE"—In buying **"CUMOFF"** Paint and Varnish Remover you need not throw away the old-fashioned Torch which you have in stock. Sell it to a Yachtsman for a miniature Search Light.

"ADZE"—To reach London, Ontario, from Listowel, you change at Stratford. The copper-faced Porter with leather lungs, calls "Change cars for Toronto." Passengers for London **"CUMOFF"**!

"DECORATOR"—The best article for the purpose is **"CUMOFF"** Paint and Varnish Remover. Sold in all sized tins, from half a pint to a gallon, by nearly every Hardware Merchant.

"BRADAWL"—Yes, the River Thames was frozen over when the Hardware Convention was held in London. The Quartette who sang: "What Are The Wild Waves Saying," were greeted by cries of **"CUMOFF."**

"TAILOR"—**"CUMOFF"** is not sold to remove paint from cloth, altho' it will do so. **"CUMOFF"** will safely and effectively take paint and varnish from all surfaces and is of great service to Painters and Finishers.

"HALIFAX"—You scarcely have the story correct. The late lamented Mr. Gimlet was demonstrating the dangerous Torch to a Painter. Nearby was a barrel of "Quick Dryers." The barrel exploded and Mr. Gimlet has not "Ben-zine" since. His successor now sells **"CUMOFF"** Paint and Varnish Remover, made by

The
CANADA PAINT COMPANY
LIMITED

Montreal Toronto and Winnipeg

Weather Proof Paint



Don't they often ask you if your paint will stand up against the weather? And what do you answer them if you don't know?

Every dealer in

RAMSAY'S PAINTS

has his answer ready. He will say:—

"This Paint has been made in Canada for over sixty years. It has always been known as a leader in the paint market. It has been thoroughly tried in every Province and is fully guaranteed to stand up against rain or sun or storm."

Can you say that? You can say it if you secure the Ramsay Paint Agency.

WRITE US.

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842

GLASS IMPORTERS

Are You
Looking
for

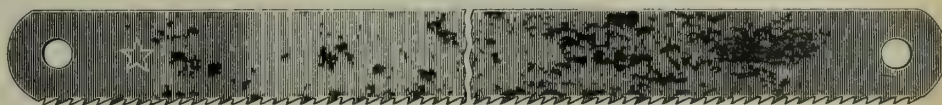


An
Honest
Paint?

gives the user every satisfaction, and is a pleasure to handle. It covers more surface, lasts longer, and holds its color better than any other prepared paint. The margin of profit, moreover, is specially good. Write for our prices.

Standard Paint & Varnish Works Company, Limited
Windsor, Ontario

When The Very Best Goods Made



sell at the very lowest prices, it does not require much sagacity to from a pretty close estimate as to the direction the orders take. Have you ever, in all your life, heard of cheaper goods than **Star Hack Saw Blades** at present prices? Our new list on this line is

\$3.50	3.75	4.00	4.50	5 00	5.50	6.00	per gross
6	7	8	9	10	11	12	inch

Star Blades are not only cheaper than prior to Jan. 1st, but are infinitely better than those made a few months ago. You can hold your customers by supplying them with Star Blades. Dealers of prominence carry Star Saws in stock.

**MILLERS FALLS COMPANY, 28 WARREN STREET,
NEW YORK, N.Y.**



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

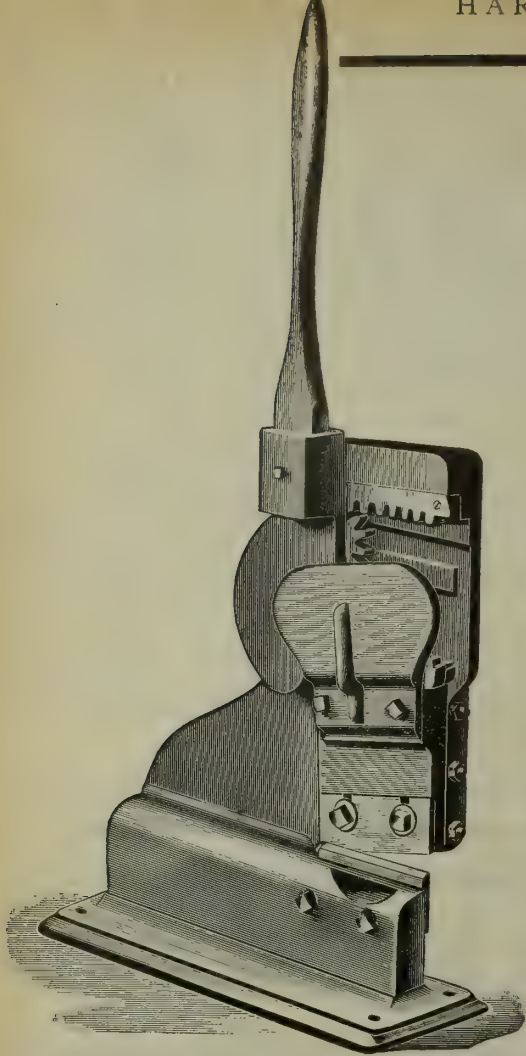
A Very Powerful

tool, for shearing 10 GAUGE AND LIGHTER. The construction of this shears is different to the ordinary lever shears. The power is centered in the peculiar leverage. It gives precisely the same power at the end of the stroke as at the beginning. It is specially adapted for RANGE MAKERS' use, or other sheet metal work of similar nature.

Write for price and further particulars

The Brown, Boggs Co., Ltd.
Hamilton, Canada

Tinsmiths' Tools, Sheet Metal Workers' Tools, Presses, etc.



Floor Finish

40 YEARS'

Varnish-Making Experience

has enabled us to produce a Varnish which, instead of cracking and turning white as common varnishes do, remains elastic and waterproof on the floor.

The secret of this wonderful floor finish is the special treatment and ageing of the oil.

See to your stocks of "Elastica" and be prepared to meet the demand which our insistent consumer advertising has created.

"Elastica" Floor Varnish is made only by the

International Varnish Co., Limited

Makers of Fine Varnishes

Branch of Standard Varnish Works

T O R O N T O

New York

Chicago

London

Berlin

Brussels

Melbourne

THE DOUGALL VARNISH CO.

LIMITED

SUCCESSORS TO
M^C CASKILL DOUGALL & CO.



MANUFACTURERS OF

HIGH GRADE VARNISHES

ALSO

CANADIAN MAKERS OF THE

MURPHY VARNISH COMPANY'S VARNISHES

MONTREAL

CANADA

If you are interested in good Bond Papers, send for our sample book. We make the following lines:

**Superfine Linen Record
Earnscliffe Linen Bond
Standard Pure Linen
Empire Linen Bond
Crown Linen
Colonial Bond**

SAMPLES SENT ON REQUEST

THE ROLLAND PAPER COMPANY, LIMITED

MONTREAL, QUE.

UP-TO-DATE WATER FILTERS



These come in a variety of pleasing styles and are just what you should carry at every season of the year.

The taps are nickel-plated and of durable make, and the efficiency of the filter in ridding all kinds of water from impurity is unchallenged.

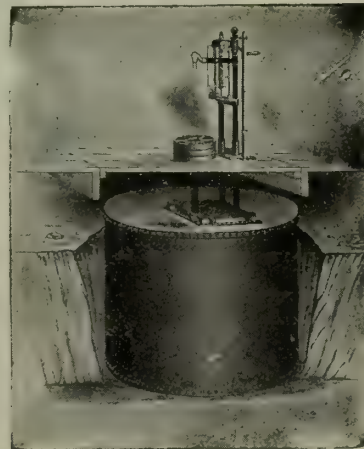
Get Our Prices

THE BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representatives:

H. F. McINTOSH & CO., 28 Toronto St., Toronto

Turn Your Losses Into Profits



Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 15. Write to-day.

S. F. Bowser & Co., Limited

66-68 Fraser Ave. - TORONTO

If you have an old Bowser and Want a new one, write for our liberal exchange offer.



Here's a
Favorite
Pattern

The "Leonora" Berry Spoon

Cut shows this attractive and rapid-selling line. It is beautifully designed and finished and is plated with best quality electro plate. There are many lines in our catalogue that will appeal to you. Send for it.

McGLASHAN, CLARKE COMPANY, Limited,

NIAGARA FALLS, ONT.

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que.

N. F. GUNDY, 61 Albert St., Toronto, Ont.

DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



BABBITT METAL

The "KING" Babbitt is known all over the Dominion.

It is a High Grade General Purpose Metal, suitable for Heavy Pressure and Medium Speed, or Medium Pressure and High Speed.

It has strength and tenacity, and will not crack or beat out under pressure.

The steady increase in sales of "KING" Babbitt is an excellent testimony in its favor.

This is a Copperized Metal.

The James Robertson Company, Limited

Montreal

Toronto

St. John

Winnipeg

THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

The Paint the Painter Prefers

In selecting a line of paints to build up a big business on, Mr. Dealer, you will make no mistake when you get the paints the practical painter prefers. He knows good paint—and his endorsement will send many a customer to your store. Customers that it pays to have, because they come back over and over, and every one ready to speak a good word for your goods when he gets a chance. No paint pleases the practical painter like

MARTIN-SENOUR PAINT
100 % PURE

He likes it because every job he uses it on stands as a silent advertisement of his own workmanship and honesty. There's only one objection he might find with it —it lasts so long. But the honorable man—the man who values his honor—recommends it for that very reason. **So can you.** If you're in business for next year, and the year after the same, you'll get the agency for this paint as quick as you can. Write today and we will make the time mighty short before you have it if you mean business.

*This Sign on the Door
Brings Buyers to Your
Store*



Montreal THE MARTIN-SENOUR CO., Limited Chicago

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

Pioneers Pure Paint

The Maritime Paint & Varnish Co., Ltd., Halifax

The Painter Often Wants

a dead flat finish, and you can 'fill the bill' better with

SANI-FLAT

than with any other preparation on the market.

SANI-FLAT is a durable flat oil paint, producing a smooth, velvety finish and is easy to apply. It covers perfectly, is sanitary, unfading, very durable and economical.

You'll find **SANI-FLAT** a most profitable and popular line to handle. Send for colour card and prices.

BENJAMIN MOORE & COMPANY
LIMITED

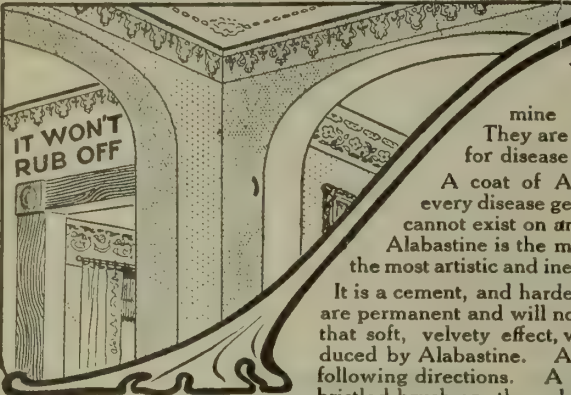
West Toronto

New York

Chicago

Cleveland

One of new 1910 ads. appearing in leading Canadian publications.



WALL PAPER
and Kalsomine are unsanitary. They are ideal breeding grounds for disease germs.

A coat of Alabastine will destroy every disease germ on the wall. Vermin cannot exist on an Alabastined surface. Alabastine is the most sanitary as well as the most artistic and inexpensive wall covering.

It is a cement, and hardens with age. Its colors are permanent and will not rub off. They give that soft, velvety effect, which can only be produced by Alabastine. Anyone can apply it by following directions. A pail, water, and a flat bristled brush are the only necessities.

CHURCH'S COLD WATER Alabastine

None Genuine without Little Church on Label

FREE STENCILS

We have organized a Decorative Department, and are prepared to furnish FREE COLOR SCHEMES to suit your particular needs, as well as FREE STENCILS, to all users of Alabastine. Write today for particulars. Our advice is FREE. Let us show you how to decorate your Home in Harmony and Good Taste at a moderate cost.

The Alabastine Co., Ltd., Willow St., Paris, Ont.

Free Stencils

We ask your attention to one of our new ads. for 1910. It is shown immediately to the left of this paragraph. Read what it says about FREE STENCILS.

Then, remember, this Free Stencil Idea is ONLY ONE of the several extra sales schemes, in addition to our \$10,000 Canadian Advertising Campaign, that we have adopted in order to add to the popularity of Alabastine.

Wide-awake dealers appreciate the thoroughness and liberality of the co-operation we offer them. Working hand in hand with us you can do a big trade in Alabastine this year. Just ask us to send you, by return of mail, our dealers' sales plans for 1910. We charge you nothing for sending them. And when you see them you'll be mighty glad you asked for them.

The Alabastine Co.
LIMITED
PARIS, - - - ONTARIO

"RUBEROID" ROOFING

(TRADE MARK REGISTERED)



Beware Imitations

has given longer service than any other prepared roofing.

RUBEROID was in use years before any of its legion of imitators.

The first RUBEROID roofs are still giving service and look good for many years more.

Most manufacturers endeavor to prove the merit of their Roofing by claiming what it will do.

We prove RUBEROID is best by showing what it has done.

RUBEROID ads. are selling RUBEROID Roofing. Are you getting the full benefit of the RUBEROID advertising by handling the full lines of RUBEROID ROOFING?

Now is the time to push Ruberoid Roofing. Have you plenty of signs and booklets? If not, write us at once.

The Standard Paint Company of Canada, Limited
Manufacturers MONTREAL
Dealers Everywhere

Before Contracting For Lanterns

JUST SEE OUR

"BANNER" 1910

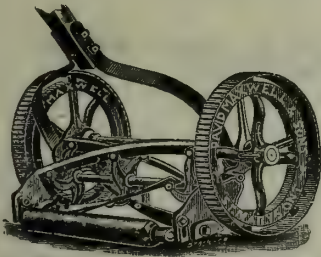
Many Unique Improvements.

The Ontario Lantern & Lamp Co., Limited

HAMILTON

ONTARIO

A-1 Material and Workmanship



are absolutely necessary for a good lawn mower. Cheaply made machines never give satisfaction and never pay either the man who buys them or the dealer who sells them.

Maxwell Lawn Mowers

are strictly high-grade in every particular. They cut smooth, clean and easily, and they "stand up" to the work. They please purchasers and pay dealers.

Made in 8 to 22 inch widths—wheels from 8 to 11½ inches high—3 to 6 knives. Grass Cutter Attachment if desired.

DAVID MAXWELL & SONS

St. Marys, Ont.



STANLEY TOOLS

STANLEY ADJUSTABLE CIRCULAR PLANES have flexible steel faces which can be easily shaped to any required arc, either concave or convex.

The cutters are made from a high grade of steel and are adjustable both endwise and laterally.

We are now prepared to ship from our CANADIAN WORKS all sizes of "BAILEY" Bench and Block Planes, also Bit Braces, Spoke Shaves and Pocket Levels. As fast as practicable we expect to increase the output of this plant to include other tools shown in our catalogue.

Address all communications to



STANLEY
RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.





"VOL-PEEK"

GRANITE CEMENT

Mends Holes in Pots and Pans

For mending holes in Agate, Iron, Aluminum, Copper, Tinware, Graniteware, in fact anything with a hole in it, VOL-PEEK has no superior. Not a glue or paste-like putty, in a stick, two sticks to a box.

Sells at 25c. a box. 2 sticks mend 50 holes.

Great Seller Quick Sales Large Profits

Get Stock from your wholesaler, or direct from us.

H. NAGLE & COMPANY, Montreal, Que.
 N. A. Bedard & Co., Montreal, Agents for Province Quebec.
 Watson & Tuesdale, Winnipeg, Agents for Manitoba and Sask.
 (Regina excepted).
 C. E. Jarvis & Co., Vancouver, Agents for British Columbia, Edmonton and Calgary.
 P. H. Cowan & Co. St. John's, Nfld., Agents for Newfoundland.

CORN AND BEAN PLANTERS



King of the Field is the best hand corn planter made. We also make step ladders, curtain stretchers, ironing boards, etc. Ask for catalogue and prices.

Otterville Manufacturing Co., Limited, - Otterville, Ont.

Lion Brand



Purity
Strength

BABBITS FOR ALL MACHINERY PURPOSES



LION METAL STANDS UP UNDER HIGH SPEED AND PRESSURE
 A Babbitt That Gives Satisfaction and Secures Repeat Orders. Write for Price and Discount
THE LION METAL CO., ST. PAUL, MONTREAL

Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND


SPRING ORDERS NOW

Anticipate your house-cleaning-time needs by ordering requirements in good time. We are booking daily large orders, and want yours as quickly as possible. You know ROYAL POLISHES—what they will do, their popularity—and you have before now realized the profit they carry for you.

ROYAL POLISHES COMPANY
MONTREAL



Ford's Auger Bit



is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

The Black Hawk Floor Scraper

The Simplest, Cheapest and Best on the market
Weight, 75 lbs.



Also attachments for Floor Rubbing, Wax Polishing, Tile Rubbing, at small extra cost. Put on in an instant

RETAILS AT \$20.00
Enameled Dark Blue and Gold.




JOSEPH RODGERS & SONS, LIMITED

SHEFFIELD, ENG.

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE



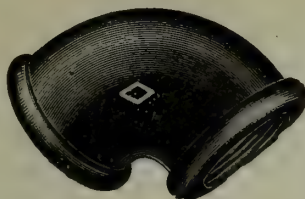
REGISTERED TRADE MARK
GRANTED 1882

Sole Agents for Canada

James Hutton & Company

Montreal

THREAD,
FIT
and
FINISH
are perfect
in



WATCH FOR
THE
DIAMOND
—
WHOLESALE
ONLY

DIAMOND BRAND FITTINGS

THE OSHAWA STEAM AND GAS
FITTINGS CO., Limited

OSHAWA - - CANADA

Jessop's Steel

To Secure Good Results

Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.

CANADIAN OFFICE: 80 Bay Street, Toronto, Ont

144 William Street, Montreal, Que.

You Will Save Money
By Using

"Neptune Unrivalled"
Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guillaume, Lahmeyerwerke-Actien-Gesellschaft
Carlswerk, M.E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal



"POLAR STAR"

ICE CREAM FREEZER

Absolutely pure Ice Cream made
with Little Labor in 5 to 10 Minutes
at a cost of from 5 to 10 cents for
Ice and Salt.

Booklet of recipes for Bread, Cakes,
Ice Cream, Sherbets and Frozen
Puddings, with each Machine.

Quickest Acting — Most Sanitary.
Simplest — Cheapest in the World.

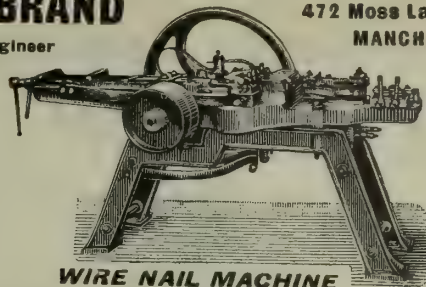
If your jobber cannot supply you
Write us for illustration and prices.

SMITH HARDWARE CO., LTD., MONTREAL

Ed. BRAND

Engineer

472 Moss Lane East
MANCHESTER, ENG.



WIRE NAIL MACHINE

Every description of the most modern and complete Machinery for Wire
Drawing, Netting, Weaving, Improved Automatic Machinery for mak-
ing Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets,
Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded
Steel Chains, Furniture Springs, Pins, &c., &c. Correspondence solicited.

Worth Pushing

An absolute necessity to every farmer
and gardener is our Compressed Air

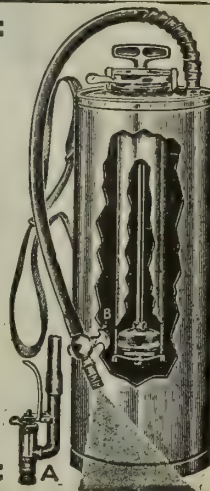
Automatic Hand Spray

Show every farmer visiting your store
how useful this Spray is for destroying
grubs on hoe crops and fruit trees, kal-
sominig cellars, out-houses, etc.
You can demonstrate that the Cavers
Automatic Sprayer will save its cost in
the potato crop alone. Runs Automati-
cally 6 to 10 minutes—a boy can op-
erate it. Full particulars free upon request.

CAVERS BROS.

Manufacturers,

GALT, ONT.



Clues, Gelatines, Size, Etc.

When in the market for these lines, send for
our quotations.

Or better still, send for them now, and keep
them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

— OUR —

PLATING

WILL SELL YOUR GOODS
IS DOING IT FOR OTHERS

WE SPECIALIZE on stock work in plumbers' sup-
plies and similar smallwares where finish counts.

Copper, Nickel and Silver

Send sample for our quotation.

P. L. Robertson Manufacturing Co., Limited

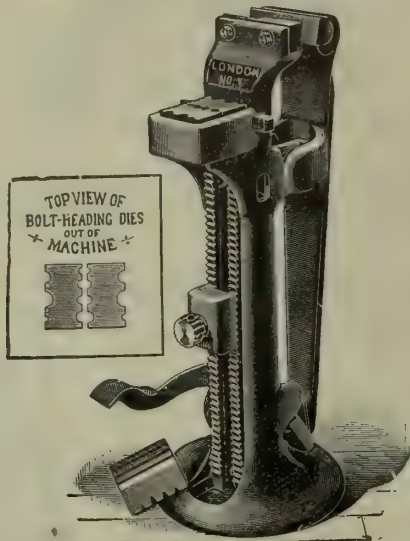
Milton,

::

::

Ontario

Horse Shoers' Foot Vise and Bolt Header



A Practical Tool and a Time-saver for the Busy Blacksmith

Manufactured by

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf

THE STANDARD CANADIAN COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE
ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS,
ONTARIO.

When the BEST costs no more,
Can YOU afford to give your Customers
an inferior Cow Tie?

Compare the "NIAGARA" Cow
tie with others. It is 10 to
20% stronger, it has EIGHT
ADJUSTMENT LINKS —
others have four — making
it unnecessary for the dealer
to carry so many sizes.

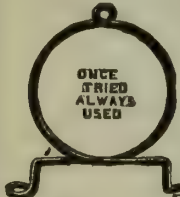
EVERY
LINK

formed on the
principle of the

SQUARE KNOT
making the
STRONGEST
CHAIN
EVER
PRODUCED

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.

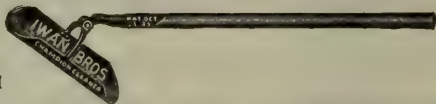
IWAN'S WIRE CONDUCTOR PIPE HANGERS will make
a neater and quicker job of your spout hanging than tin
strips.



Holds the pipe firmly on all sides.
2 to 6 inches in diameter, and made of
galvanized wire. Sample by mail.

For Tile Drain work Iwan's Adjustable
and Stationary Drain Cleaners are the
most practical and labor saving on the
market.

ASK YOUR
JOBBER
FOR THEM



IWAN BROS., Mfrs. - - **South Bend, Ind.**



Talking to the Point

CLASSIFIED WANT ADS get right
down to the point at issue. If you want
something, say so in a few well-chosen
words. Readers like that sort of straight-
from-the-shoulder-talk, and that is the rea-
son why condensed ads are so productive
of the best kind of results.

CLASSIFIED WANT ADS are always
noticed. They are read by wide-awake,
intelligent grocers, who are on the look-out
for favorable opportunities to fill their
requirements.

TRY A CONDENSED AD IN
THE HARDWARE & METAL



Special
Display
Case

Write
for
Price

THE MANUFACTURERS SALES CO., - Birks Bldg., MONTREAL

Letters and Numbers

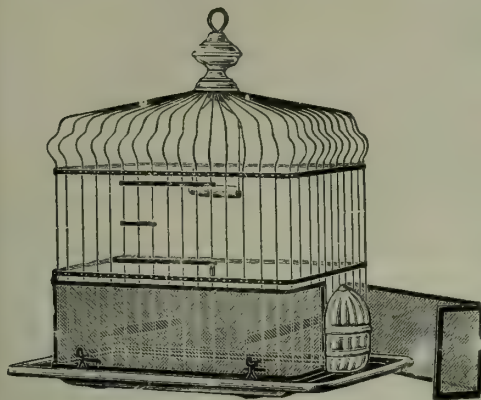
White Enamelled
Crimson Enamelled
Blue Enamelled
Boston Brilliant (Gold)
Gold Glass
Solid Brass
Stamped Brass
Stamped Aluminum

Also Enamelled Iron, Glass and Brass Signs.

Write for Illustrated Folder and Price List.

J. E. Richardson & Co., 18 Victoria St., Toronto, Can.
Phone Main 7363

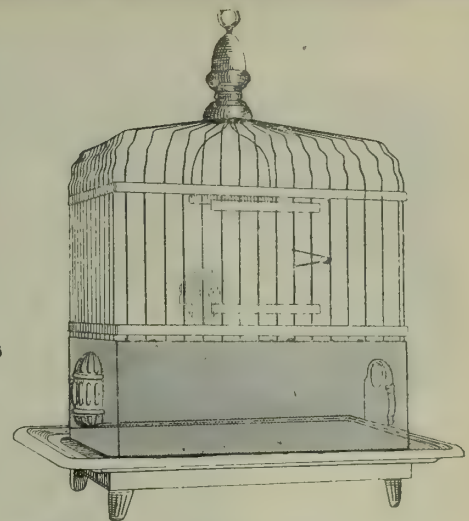
BIRD CAGES—Brass and Japanned



Breeding Cages
Parrot Cages
Squirrel Cages
Robin Cages
Mocking Bird Cages
and
Small Animal Cages

Styles and sizes to suit
every taste.

Cage Catalogue mailed on
application.

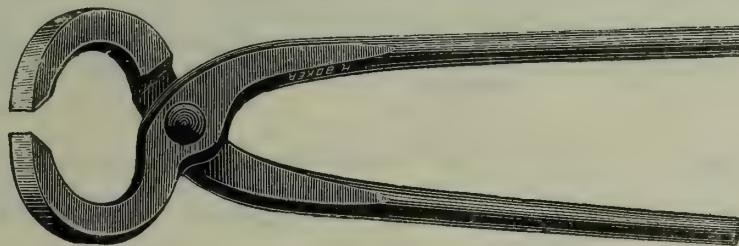


Winnipeg Distributors:
MERRICK-ANDERSON CO.
Winnipeg, Man.

E. T. WRIGHT & CO.

Hamilton, Can.

HENRY BOKER'S "ARROW" BRAND PINCERS



Boker's Tools are recognized as the standard of excellence, and give more satisfaction than any other make. They are warranted to be free from imperfections.

A full assortment of all kind of Tools.

For Sale by All Leading Wholesale Hardware Houses

**Electric
Welded**



**Highest
Quality**

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

**Coil
Chain**

**Logging
Chain**

**Heel
Chain**

**Loading
Chain**

**German
Coil**

**Halter
Chain**

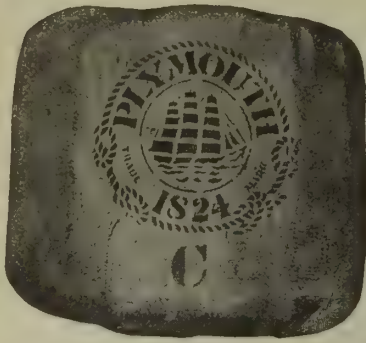
**Tie
Outs**

**Cow
Ties**

McKINNON CHAIN COMPANY

BUFFALO, N.Y.

ST. CATHARINES, ONT.



PLYMOUTH CORDAGE CO.

PLYMOUTH

WELLAND

Use "PLYMOUTH" (Ship Brand) Lath yarns; they will save you money and increase your satisfaction.

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?



INDEPENDENT CORDAGE CO., LTD.

Stocks at

TORONTO
MONTREAL
HALIFAX

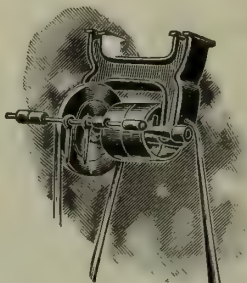
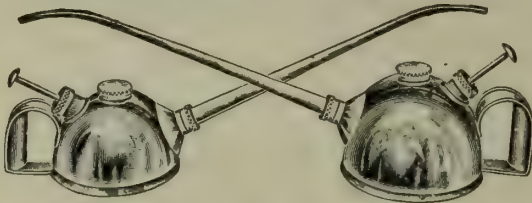
ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO



Howland's Pump Oilers



For sale by
all Jobbers
in Canada

A slight pressure
of the plunger
pumps the oil to
the bearings.

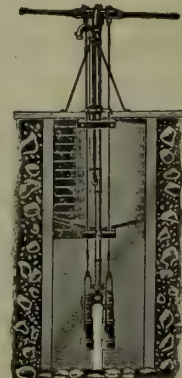


Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

WHAT WE CLAIM FOR

The AYLMER DOUBLE CYLINDER DOUBLE ACTING FORCE PUMP

This is the only
Pump manufac-
tured that has no
leather suckers
and requires
no packing or
packed joints of
any kind.



Easy Working
—
Always Primed
—
Never Freezes

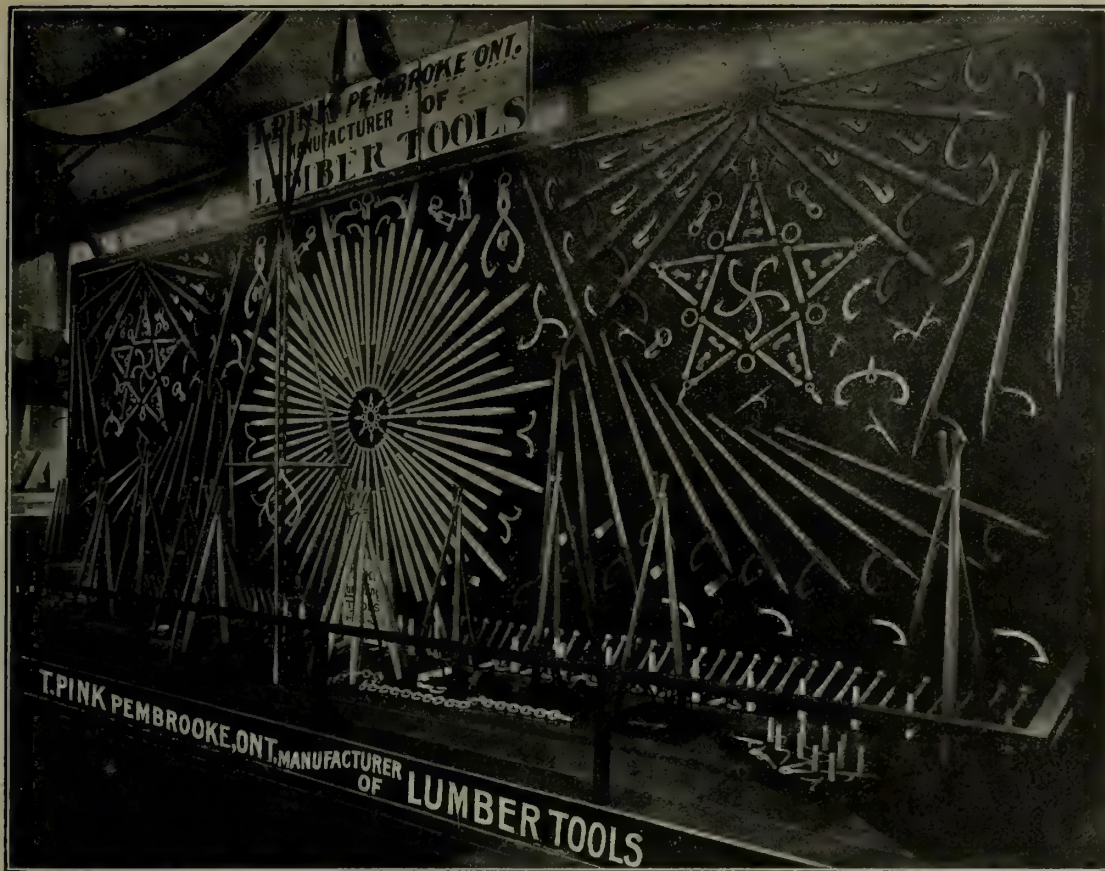
In case of fire
this pump has no
equal.

THIS CUT represents our Pump, as shown in the well. This with three way cock and side pipe for conveying water to barn or wherever needed, will force the water any distance, and to any elevation required with ease.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited
AYLMER, ONTARIO

Western Representative:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable

Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

=== No. 71 ===

TRADE



MARK

Is just off the Press.

It lists our complete line and if you
have not received a copy write for one to-day.

TRADE



MARK

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

For Keen-cutting edge and quality of materials no line is "quite as good" as

HEINISCH

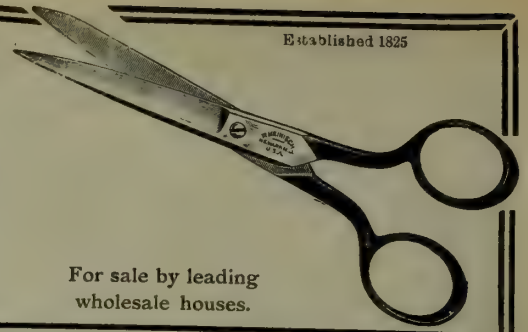
Trimmers, Tailors' Shears and
Tinnern's Snips

The steadily increasing sales of "Heinisch" goods is evidence of their popularity. See to your stocks!

R. HEINISCH'S SONS CO. U.S.A.
Newark, N.J.

For sale by leading
wholesale houses.

Established 1825



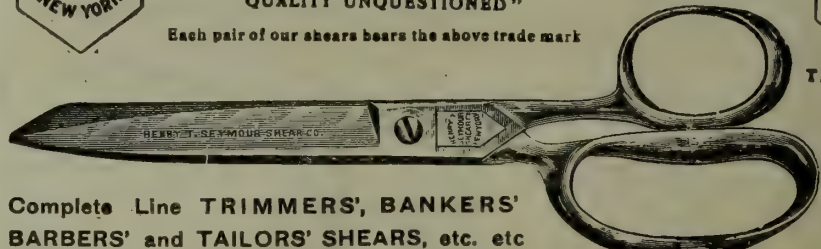
SEYMOUR SHEARS

have been the Standard for over seventy years
"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK

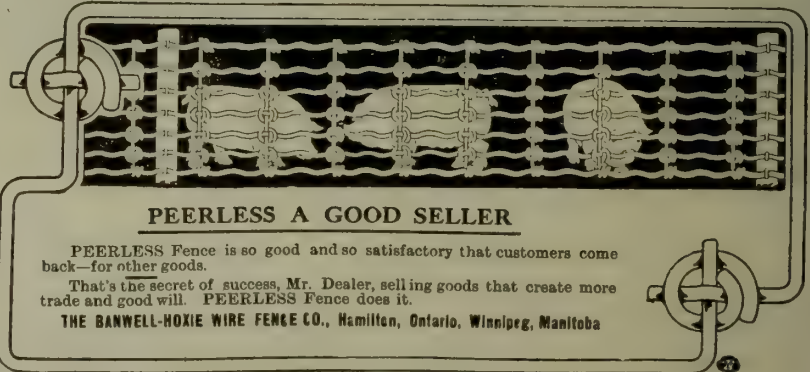


Complete Line TRIMMERS', BANKERS'
BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Latest catalogue will be sent in exchange for your business card.



PEERLESS A GOOD SELLER

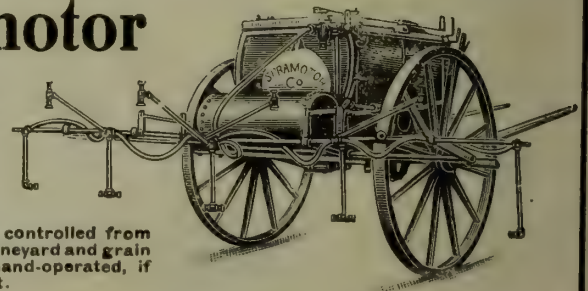
PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE BANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba

The Spramotor

shown herewith, will rid an acre of Potatoes of Blight and Bugs in 20 minutes. The only aid required is a horse. What do you think of THAT? Has non-clogging nozzles, 12-gallon air tank, 125 lbs. pressure guaranteed with 12 nozzles open. Agitator, clean out, and pressure relief into tank, and nozzle protector, controlled from seat. Can be fitted for orchard, vineyard and grain crops. For 1 or 2 horses, or hand-operated, if preferred. Write for free booklet.



R. D. HEARD

1383 King Street

LONDON

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

"THE SECRET OF SUCCESS"

IS A SUBJECT IN WHICH MANY PEOPLE ARE INTERESTED

In business life *SUCCESS* is variously attained.

We have found that the best way to gain it is to make the right class of goods; make them a little better than the other man, and quote a fair price.

"DOMINION BRAND" Tarred Felt is an article which will help you to success. Our Coal Tar Roofing Pitch and other roofing materials are just as well manufactured, and are just as saleable. Let us handle a trial order for you.

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal

When ordering your Spring requirements in

WIRE NAILS and OILED AND ANNEALED WIRE

Specify for the products of

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Vancouver—George Laidlaw

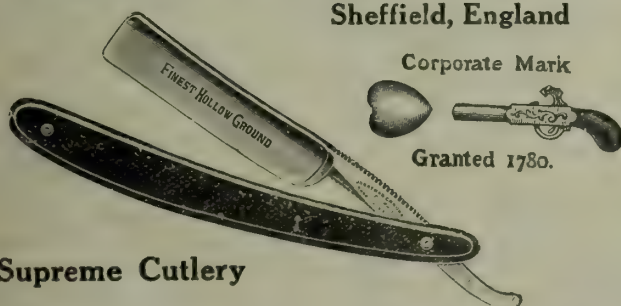
Winnipeg—Harry F. Moulden

Jonathan Crookes & Son

Sheffield, England

Corporate Mark

Granted 1780.



Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

MORRILL'S NO. 3 & 4 SAWSETS



Fully Warranted

- No. 3—for Cross Cut Saws, single tooth
- No. 4— " " Double "
- No. 5— " Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

The ROOFING HOUSE of CANADA

Leading Lines of Reliable Goods

BLACK DIAMOND TARRED FELT

JOLIETTE and CYCLONE SHEATHING

READY ROOFING

Get our prices in good time for Spring Trade.

ALEX. McARTHUR & CO., Limited

82 McGill Street

MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb ... 0 08; 0 08

RABBIT ETAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Pressure, 25c.; Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co.—Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika rabbit metal, 25c.; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb. Lion Metal Co., Montreal—Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifric, 30c.; Special, 25c.; "A", 20c.; "B", 15c.; "C", 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, $\frac{1}{2}$ to $\frac{3}{4}$ inch, per 100 lb.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch.	2 30	2 40
Tubes, per 100 feet, $\frac{1}{2}$ inch.	9 50	9 00
" " " " " "	8 25	8 50
" " " " " "	10 50	10 00
" " " " " "	12 00	12 10
" " " " " "	15 00	15 30
" " " " " "	19 25	19 45

BRASS.

Spring sheets, up to 30 gauge 0 23
Rods, base $\frac{1}{4}$ to 1 inch, round 0 22
Tubing, seamless base, per lb. 0 26
Tubing, iron pipe size, 1 inch base. 0 24
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62 $\frac{1}{2}$ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62 $\frac{1}{2}$ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, standard and flanged, 62 $\frac{1}{2}$ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot.	14 50
Out lengths, round bars, $\frac{1}{2}$ to 2 in.	21 00
Plain sheets, 14 oz., 14x48", 14x60"	23 00
Plain, 16 oz., 14x48 and 14x60	22 00
Tinned copper sheet, base	24 00
Planished base	28 00
Braziers', in sheets, 4x8 base	20 00

COPPER AND BRASS WIRE
Brass, 60 p.c.; copper, 62 $\frac{1}{2}$ p.c.

IRON AND STEEL

	Montreal	Toronto
Canadian foundry, No. 2	22 00	
Middleboro, No. 3 pig iron	19 00	21 00
Summerlee, No. 2	21 00	23 50
Carron, special	20 50	
Carron, soft	20 25	
Cleveland, No. 1	19 75	21 75
Clarence, No. 3	19 50	21 50
Jarrow	21 75	
Glengarnock	23 50	
Radior, charcoal iron	32 00	32 50
Debaron charcoal iron	24 00	24 00
Ayresome, No. 3	20 00	
Ferro Nickel pig iron (Soo)	25 00	
Steel billets, Bessemer or open hearth, 27 50 f.o.b. Pittsburgh.		
Angles	2 60	2 60
Common bar, per 100 lb.	1 90	2 00
Forged iron	2 05	2 10
Refined	2 15	2 25
Horseshoe iron	2 15	2 25
Mild steel	1 30	1 10
Sleigh shoe steel	1 90	2 10
Iron finish machinery steel (domestic)	1 95	2 10
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 10
Sheet cast steel	0 15	0 15
Toe oak steel	2 40	2 50
Mining cast steel	0 07	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cannell Laird	0 16	
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06 $\frac{1}{2}$	
Silver tool steel	0 12 $\frac{1}{2}$	

COLD ROLLED SHAFTING

	Montreal	Toronto
9-16 to 11-16 inch	0 06	
" " " " " "	0 05 $\frac{1}{2}$	
17-16 to 3	0 05	

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 30	2 35
16 "	2 30	2 45
18 "	2 30	2 45
20 "	2 30	2 45
22 "	2 35	2 55
24 "	2 35	2 55
26 "	2 35	2 55
28 "	2 40	2 60

CANADA PLATES

	Montreal	Toronto
Ordinary, 52 sheets	2 40	2 50
All bright, 52 sheets	3 50	3 60
Galvanized—Apollo D. Crown Ordinary		
18x24x52	4 45	4 45
60	4 70	4 60
20x28x80	8 90	8 70
28	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

	Montreal	Toronto
24 gauge, per square	5 50	
26 "	4 50	
28 "	3 50	

GALVANIZED SHEETS

	Queen's	Fleur-de-Lis	Gordon	Crown	Gorbals	Best
B.W. gauge						
16-20	3 60	3 35	3 65			
22-24	3 65	3 40	3 75			
26	4 05	3 80	4 15			
28	4 25	4 00	4 35			

Less than case lots 25 cents extra.

	Apollo brand—	Montreal	Toronto
24 gauge, American		3 60	3 35
26 "		3 85	3 40
28 "	(26 English)	4 10	3 85
10 $\frac{1}{2}$ oz., equal to 28 English		4 35	4 15

IRON PIPE

	Black	Galvanized
Size (per 100 ft.)		
1 inch	2 05	2 36
" " "	2 25	2 58
" " "	2 63	3 48
" " "	3 28	4 43
1 $\frac{1}{2}$ "	4 70	6 35
" " "	6 41	8 66
2 "	7 70	10 40
" " "	10 26	13 86
2 $\frac{1}{2}$ "	16 39	22 11
3 "	21 52	29 07
3 $\frac{1}{2}$ "	27 08	36 53
4 "	30 78	41 68

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe up to 6 inch, 70; 7 and 8 in. pipe, 40 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—60 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2 $\frac{1}{2}$ per cent.
Wall Radiators—60 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

	Montreal	Toronto
Dealers buying prices:		
Heavy copper and wire, lb.	0 11	0 11 $\frac{1}{2}$
Light copper bottoms	0 10	0 10 $\frac{1}{2}$
Heavy red brass	0 10	0 10 $\frac{1}{2}$
" yellow brass	0 08	0 08 $\frac{1}{2}$
Light brass	0 02 $\frac{1}{2}$	0 03
Tea lead	0 02	0 02 $\frac{1}{2}$
Heavy lead	0 02 $\frac{1}{2}$	0 03
Scrap zinc	0 03	0 03 $\frac{1}{2}$
No. 1 wrought iron	12 00	11 00
Machinery cast scrap, No. 1	15 00	15 50
Stove plate	12 00	13 00
Sheets, 3 to 6 lb. ft.	9 00	8 00
Malleable	7 00	6 00
Miscellaneous steel	0 09	0 09
Old rubbers		

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb.	3 75	3 85
Bar pig, per 100 lb.	4 15	4 25
Sheets, 2 $\frac{1}{2}$ lb. sq. ft., by roll	5 01	5 00
Sheets, 3 to 6 lb. ft.	4 75	4 75
Cut sheets $\frac{1}{2}$ c. per lb. extra.		
Cut sheets to size, $\frac{1}{2}$ c. per lb. extra.		

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4 $\frac{1}{2}$ c. per pound.
Traps and bends, 60 per cent.

SOLDER.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 19
Wiping	0 18 $\frac{1}{2}$	0 17 $\frac{1}{2}$

SHEET ZINC.

	Montreal	Toronto
5-owl. oaks	6 75	6 75
Part oaks	7 00	7 00

SPELTER.

	Montreal	Toronto
Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 58-lb. ingots, 100 lb. \$36 00 35 00

Charcoal Plates—Bright

	Per box
M.I.B., Famous (equal Bradley)	
I.O. 14 x 20 base	\$5 00
I.X. 14 x 20	5 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

	Per box
I.O. 14 x 20 base	5 00
I.X. " "	6 00
I.X.X. " "	7 00
I.X.X.X. " "	8 00

"Dominion Crown Best"—Double Coated, Tinned. Per box
I.C. 14 x 20 base 5 50 5 75
I.X. 14 x 20 " 6 50 6 75
IXX 14 x 20 " 7 50 7 75

"Allaway's Best"—Standard Quality.

	Per box
I.C. 14 x 20 base	4 25
I.X. 14 x 20 " "	5 00
IXX, 14 x 20 " "	6 25

Bright Cokes.

	Per box
Bessemer Steel—	
I.C. 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terna.

	Per box
Dean or J. G. Grade—	
I.C. 20x28, 112 sheets	7 50
IX., Terna Tin	9 00

Charcoal Tin Boiler Plates.

	Per box
Cookley Grade—	
X X, 14x56, 50 sheet box	6 75
" 14x60, " "	
" 14x65, " "	

Tinned Sheets.
7x30 up to 34 gauge, case lots 7 25 7 50
" 36 " " " " " " 8 00

WIRE

ANNEALED OUT HAY BAILING WIRE.

No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 $\frac{1}{2}$, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5.00; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$5.10; No. 19, \$2.90. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras in 100-lb. lots: No. 17, \$5—No. 18 \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21 \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$8.20—No. 26, \$8.50—No. 27 \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extra net-tinned wire, Nos. 17-25 \$2—Nos. 26-31, \$4—Nos. 32-34, \$5. Coppered, 75c—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 35c.—in 1-lb. hanks, 35c.—in 1-lb. hanks, 50c.—bagging or papering, 10c.

HAY WIRE IN COILS.

\$2.35 base



Amatite ROOFING

Will End Your Roofing Troubles

IF YOU WILL WRITE TO-DAY for a free sample of "Amatite," the end of your roofing troubles is in sight. After you have submitted it to every test that you can think of, you will be prepared to order it not only

for your NEW buildings, but for your OLD roofs as well. You will find that it is cheaper to cover them with Amatite than to continue painting and repairing them.

We make a strong point of our "Free Sample" offer, because the smallest sample of Amatite speaks for itself. It is more convincing than yards of talk.

There are all kinds of ready-roofings on the market—so-called "rubber roofings," so-called "guarantee roofings," so-called "sand surface roofings."

The "rubber" roofings are no more made of rubber than a cow is made of saw-dust. The "guarantees" that are promiscuously handed out with many brands are hedged around with so many provisos that it will take three lawyers to dissect them and find out what they are all about. The "sand surface" has little or no protective value.

The point to remember is that all of these roofings have to be PAINTED every year or two to keep them tight. In other words, it is the PAINT that protects, and not the roofing.

You can lay Amatite on a roof and then forget all about your roofing troubles. NO PAINTING, NO COATING, NO WORRY. The man who puts Amatite on his buildings is insured against leaks and troubles for many years.

FREE SAMPLE—Send for sample and booklet to-day. The sample tells its own story; the booklet is written for practical men.

Address our nearest office.



Paterson Manufacturing Company, Ltd., Toronto Montreal
Winnipeg Vancouver

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.

WIRE CLOTH
Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING
Galvanized barb. 2 50 2 55
Galvanized, plain twist. 2 80 2 85
F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, \$2.65 for small lots and \$2.55 for carlots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ½, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, ½, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES
Galvanized 2 85
Plain 2 60

PAINTS, OILS AND GLASS

BRUSHES
Paint and household, 75 per cent.
Per lb. 0 40

BEESWAX
Per lb. 0 40

CHEMICALS.
In casks per lb.
Sulphate of copper (bluestone) 0 07
Litharge, ground 0 85
" flaked 0 85½
Green copperas (green vitrol) 0 01
Sugar of lead 0 08

COLORS IN OIL.
Venetian red, 1-lb. tins pure. 0 08
Chrome yellow 0 16
Golden ochre 0 10
French 0 08
Chrome green 0 09
French permanent green 0 13
Signwriters' black 0 15
Marine black, 35 lb. iron 0 04½

GLUM.
Domestic sheet, in barrels 0 09½
French medal 0 10

PARIS WHITE.
In bbls 1 00

PIONEERS.
Orange Mineral, casks 0 09
" 100-lb. kegs 0 09

PARAFFIN PAINTS.
Barn (in 1b. gal. tins. 0 70 0 90
" 5 gal. tins. 0 65 0 85
Sherwin-Williams paint, qt. tins. 1 70
Canada Paint Co.'s pure, qt. tins. 1 60
Globe house paint (Windsor) 1 25
" New Era house paint (Windsor) 1 35
Benj. Moore Co.'s "Ark" E'd 1 25
Moore's pure linseed oil, H.O. 1 35
Brandram-Henderson's "English" qt. tins. 1 60
Ramsey's paint, pure, per gal. 1 40
" Thistle 1 10
Martin-Senour 100 p.c. pure, 1 70
Senour's Floor Paint, 1 40
Jamieson's "Crown and Anchor" 1 40
Jamieson's floor enamel 1 75
Island City pure paint 1 40
Anderson Peary's pure 1 30
Robertson's pure paint 1 35

PLASTER OF PARIS
Per barrel 2 31
PINE TAR
Half-pint tins, per dozen 0 60

PATTY.
Standard.
Bulk in casks 2 00
" 100-lb. drums 2 50
Bladders in bbls 2 40½

RED DRY LEAD.
Genuine, 560 lb. casks, per owt 4 75 4 75
Genuine, 100 lb. kegs 5 25 5 25
No. 1, casks, per 100 lbs. 4 25 4 25
No. 1, kegs, per 100 lbs. 4 75 4 75

SHINGLE STAINS.
In 5-gallon buckets 0 75

TURPENTINE AND OIL.
Montreal Toronto
Prime white petroleum per gal. 0 13½ 0 13½
Water white 0 15½ 0 15½
Pratt's astral 0 17½ 0 17½
Castor oil, per lb. 0 08 0 08½
Motor Gasoline single bbls. 0 16½ 0 16½
Benzine, per gal single bbls. 0 15½ 0 15½
Turpentine, single barrels 0 82 0 84
Linseed Oil, raw 0 80 0 79
" boiled 0 83 0 82

VARNISHES.
Per gal. cans.
Carriage, No. 1. 1 50
Pale durable body 3 50
" hard rubbing 5 00
Finest elastic gear 5 00
Elastic Oak 1 00
Furniture, polishing 1 15
Furniture, extra 0 90
" No. 1. 0 85
" union. 0 85
Light oil finish 1 30
Gold size Japan 2 00
Turps brown Japan 1 50
No. 1 brown Japan 1 00
Baking black Japan 1 35
No. 1 black Japan 0 90
Benzine black Japan 0 70
Crystal Damar 2 50
No. 1 2 25
Pure asphaltum 1 40
Oilcloth 1 50
Lighting dryer 0 75
Elastite varnish 2 00
Granite floor varnish 2 50
Maple Leaf coach enamel 1 20
Sherwin-Williams' kopal varnish 2 50
Canada Paint Co.'s sun varnish 2 00
" Kyanize " Interior Finish 2 40
" Flint-Lac " coach 1 80
B.H. Co.'s "Gold Medal" in cases 2 50
Jamieson's Copaline 2 50
Flatting floor finish 3 00
Elastic exterior finish 4 25
Island City Dreadnought Finish 2 51
Stovepipe varnish, ½ pints, per gross 8 00
Reeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl. \$2.30.
Pure white shellac varnish, in barrels 1 75
Pure orange 1 70
No. 1 orange 1 25

WINDOW GLASS
Size United Star Double
Inches. Diamond d
Under 28. 4 25 6 25
28 to 40 4 65 6 75
41 to 50 5 10 7 50
51 to 60 5 35 8 50
61 to 70 5 75 9 75
71 to 80 6 25 11 00
81 to 85 7 00 12 50
86 to 90 7 50 15 00
91 to 95 8 50 17 50
96 to 100 20 00
Toronto, 30 and 5 p.c. Broken boxes, 50 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

Montreal Toronto
Munro's Select Flake White. 6 25 6 40
Elephant Genuine 6 25 6 40
Lily Pure 5 75 5 90
Tiger Pure 5 55 5 70
Monarch (Windsor) 6 50 6 50
Essex Genuine (Windsor) 5 50 5 50
Brandram's B. B. Genuine 6 85 7 00
" Anchor " pure 5 60 5 65
Ramsey's Pure Lead 5 50 5 55
Ramsey's Exterior 5 25 5 30
" Crown and Anchor " pure 5 75 5 80
Island City pure lead 5 75 5 80
Robertson's C.P., lead 5 50 5 55
Decorators' Pure 5 75 5 90
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons 0 08½
No. 1, " 0 07
No. 2, " 0 05½

WHITING.

Plain, in bbls 0 70
Gilders bolted in barrels 1 00

HARDWARE

ADRES.
Carpenters', per doz. 12 50 14 00
Plainship, " 18 00 22 00

AXES AND HATCHETS

Single bit, per doz. 6 00 9 00
Double bit 10 00 12 00
Bench Axes 6 75 10 00
Broad Axes 22 75 25 00
Hunters' Axes 5 00 6 00
Boys' Axes 5 75 6 50
Lathing hatchets 4 70 10 70
Shingle 1 45 6 75
Olav 1 70 5 00
Barrell 5 50 6 85

ANVILS.
Taylor-Forbes, prospectors 0 05½
Buckworth, per lb. 0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent. 30 days; net extras as follows subject to cash discount only; Chilled, 40 c. buck and seal, 80c.; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits 30 and 10
Irwin's auger 47½
Gilmour's auger 60
Rockford auger 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

steams wood track doz. pairs. 4 50 6 00
Zenith 9 00
Atlas, steel covered 8 00 9 00
Perfect 8 00 11 00
New Milo, flexible 6 50
Double strap hangers, doz. sets 6 40
Standard jointed hangers 6 40
Steel King hangers 6 25
Storm King and safety hangers 6 50
" rail 4 25
Crown 4 85
Oreacrest 6 50
Sovereign 7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen 2 25
Defiance, dozen 2 75
Gem dozen 7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; out laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new \$1 list Per cent
" " and smaller 70
" " 7-16 and up 60
" " Norway Iron (\$3 list) 80
Machine Bolts, ½ and less 60, 10 and 10
Machine Bolts, 7-16 and up 60
Plough Bolts 55, 5 and 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ½ and less 60 and 10
" " 7-16 and larger 55 and 5
Coach Screws, new list 75
Nuts, square, all sizes, 40c. per lb. off
Nuts, hexagon, all sizes, 40c. per lb. off
Stove Rods per lb., 5½ to 6c.
Cove Bolts, 80

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll 0 70
O. K. paper, No. 1, per roll 0 75
O. K. paper, No. 2, per roll 0 70
Plain Fibre, No. 1, per 400 ft. roll 0 45
Plain Fibre, No. 2, 0 27
Tarred Fibre, No. 1, per 400 ft. roll 0 55
Tarred Fibre, No. 2, 0 35
Tarred Fibre Cyclone, 25 lb., per roll 0 55
Dry Cyclone, 15 lbs. 0 45
Plain Surprise, per roll 0 40
Ready sized Fibre, per roll 0 40
Asbestos building paper, per 100 lbs. 4 00
Heavy straw, plain & tarred, per ton 37 50
Carpet Felt, per 100 lbs. 2 50
Tarred wool roofing felt, per 100 lb. 1 80
Pitch, Boston or Sydney, per 100 lbs 0 70
Pitch, Scotch, per 100 lbs. 0 65
Heavy Fibre, 32' & 60', per 100 lbs. 3 00
2 Ply Ready Roofing, per square 0 70
3 95
2 Ply complete, per roll 1 15
3 1 35
Liquid Roofing Cement, bbls., per gal 0 20
Crude Coal Tar, per barrel 2 50
Refined Coal Tar, tins, per doz. 1 25
Refined Coal Tar, per barrel 4 50
Shingle varnish, per barrel 4 50
Caps, per lb. 0 06
Nails, per lb. 0 06
Mop cotton, per lb. 2 33

For all classes
of work.

Cut from heel
to point.

The Name **CLAUSS** on every description of cutlery goods is your unconditional guarantee of unequalled quality. For every class of work where a good pair of scissors is required

CLAUSS SHEARS

fill the bill. From the daintiest embroidery scissors to the heaviest shears, there's a line in Clauss goods that you can handle.

Send for our illustrated catalogue. It will tell you how you can handle a complete Clauss range with profit.

Clauss Shear Co., 169 Spadina Ave., Toronto

Work even and
smooth.

Do not cramp the hand.

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

ROPE AND TWINE

Sisal rope	0 09
Pure Manila rope	0 10 1/2
"British" Manila	0 0 1/2
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08 1/2
Sisal bed cord, 48 feet	0 65
" 60 feet	0 80
" 72 feet	0 95
Cotton clothes line, 27 1/2 off	0 27
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine per lb.	0 33
Staging	0 27

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS

Iron Burrs, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12 1/2 per cent.
Copper Burrs only, 22 1/2 p.c.
Extras on Coppered Rivets 1-lb. packages
1c. per lb.; 1-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2 1/2 c. per lb.

RIVET SETS

Canadian, 35 to 37 1/2 per cent.

RULER

Boxwood, No. 68, 2 foot, doz.	1 15
very, No. 1282, 2 foot, each	3 60

SAD IRONS

Mrs. Potts, No. 55, polished	0 75
" No. 50, nickel-plated	0 80
" handles, japanned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER

Sand and emery paper, 35 per cent

SASH WEIGHTS

optional, 1 lb. each, per 100 lb.	2 20
" 1, 3 to 30 lbs.	1 0

SASH CORD

No. 3, per lb.	0 34 1/2
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SAWS

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS

Canadian discount, 49 p.c.

SCREEN DOORS AND WINDOWS

Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28 1/2 inches	1 60
Perfection window screens, 14x15, open 22 1/2 inches	1 80
Model window screens, 14x22, open 36 1/2 inches	2 25

SCALES

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne - Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelleu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHES

Canadian, 40 per cent.	
SCREWS	
Wood, F.H., bright and steel	85 and 10
" R.H., bright.	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze.	70 and 10
" R.H., bronze.	65 and 10
Drive screws	85 and 10
Set, case hardened	80
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	\$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Phillister head, iron, 30; brass, 35 per cent.

SCREW DRIVERS

Sargent's	per doz.	0 65	1 00
North Bros., No. 30 ..	per doz.		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 40. Japa.
65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent

SELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS

Starr skates, 37 1/2 per cent.
Baker, hockey 30c. upwards: spring.
Empire hockey sticks, \$3.00, \$3.50.
Micmac and Rex sticks, \$4.00, \$6.00.
Pucks, net, \$1.50.

SHOVELS AND SPADES

Canadian, No. 1 and 2 grade, 60 and 2 1/2 p.c.;
No. 3 and 4 grade, 50 and 2 1/2 p.c.

SQUARES

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. \$2 85

SNAPS

Harness, 35 per cent
Base, per lb., 28 cents.

STAMPED WARE

Plain, 75 and 12 1/2 per cent.
Retinned, 75 and 12 1/2 per cent.

SAP SPOUTS

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks		8 00

STAPLES

Poultry netting, 100 lbs.....	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS

Dennis Wire & Iron Co., 33 1/2 p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES

5 and 6 inch, per 100 lengths	7 00
7 inch	7 50

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....	per doz.	1 22
7-inch.....	"	1 35
Polished, 15c per dozen extra.		
Thimbles, 70 p.c.		

STOCKS AND DIES

No. 20 Beaver Die Stock	18 75
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STONES—OIL AND SCYTHES

Washita	per lb.	0 25	0 37
Hindostan	"	0 08	0 10
" slip	"	0 18	0 20
" Axe	"	0 10	0 10
Deer Creek	"	0 10	0 10
Deerlick	"	0 25	0 25
" Axe	"	0 15	0 15
Lily white	"	0 42	0 42
Arkansas	"	1 50	1 50
Water-of-Ayr	"	0 10	0 10
Scythes	per gross	\$ 50	5 00
Grind, 40 to 300 lb., per ton.		\$0 00	22 00
under 40 lb.		24 00	24 00
300 lb. and over		28 00	28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 90; cut tacks, blued, in dozens only, 80 and 10; 1 weights, 60; Swedes, cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimps, blued, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.
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TAPE LINES

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's, linen, No. 1822, 66 ft., ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.

Plain and retinned, 75 and 12 1/2.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 per cent.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 per cent.	
TRAPS (RAT AND MOUSE)	D
Out O' Sight Mouse Traps.....	0
" Rat Traps.....	1
Easy Set Mouse.....	0
" Rat.....	0
Blizzard Mouse Traps.....	0
" Rat Traps.....	0
Hold-Fast (formerly Devil) Mouse Traps 0	
Hold-Fast (formerly Devil) Rat Traps 0	
5-Hole Tin Chokers.....	0

VICES

Per pound.....	0 12	0 12 1/2
Hinged pipe vise, 25 lbs.....		3 55
Saw vise.....	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

WASHING MACHINES

New Ontario.....	41 25
Round, re-acting per doz.....	73 75
Square ".....	77 50
Dowdell.....	48 75
New Century, Style A.....	93 75
Ideal Power.....	165 00
Dunlap.....	67 50
Stephenson.....	74 00
Puritan Motor.....	165 00
Connor, improved.....	48 75
Ottawa.....	51 25
Connor Ball Bearing.....	108 75
Connor Gearless Motor Washer.....	172 50
20 per cent.....	

WHINGERS

Royal Canadian, 11 in., doz.	42 25
Improved Royal Canadian, 11 in.	44 75
Kee, 10 in., per doz	43 25
Picycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in.	45 75
Ottawa, 3 year, 11 in.	52 00
Favorite 5 year, 1 in.	53 00
20 per cent.	

WHEELBARROWS

Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 24 in.	0 70
" " 34 in.	1 01
" " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

WRENCHES

WROUGHT IRON WASHING

Canadian, 50 per cent

Alabastine Company.....	56	Cummings, P. R.....	20	Langwell & Sons.....	20	Pink, Thos.....	63
Allan Hills Edge Tool.....	12	Daniell, S. A., Ltd.....	21	Leslie, A. C., & Co.....	45	Plymouth Cordage Co.....	70
Amatite Roofing Co.....	23	Davidson, Thos., Mfg. Co.....	11	Lewis Bros. Ltd.....	2	Polishine Co.....	60
American Shearer Co.....	20	Decatur Bull & Co.....	19	Lion Metal Co.....	58	Putnam Mfg. Co.....	58
Anthony, M. B.....	23	Dennis Wire & Iron Co.....	19	Lockerby & McComb.....	65	Queen City Oil Co.....	64
Anti Splash Filter Co.....	23	Diekmann, Ferdinand.....	64	London Foundry Co.....	64	Ramsay, A., & Son Co.....	51
Armstrong Bros. Tool Co.....	10	Directory of Manufacturers.....	20	London Rolling Mill Co.....	45	Reid, James.....	21
Atkins, E. C., & Co.....	1	Diaston, Henry, & Son.....	9	Lufkin Rule Co.....	inside back cover	Richardson, J. E.....	60
Atlas Mfg. Co.....	10	Dominion Cartridge Co.....	26	Lyasight, John.....	outside front cover	Richardson Mfg. Co., Ltd., P. L.....	59
Aylmer Pump and Scale Co.....	62	Dominion Wire Mfg. Co.....	6	McArthur, Alex., & Co.....	66	Robertson, Jas. Co., Montreal.....	54
Bailey Underwood Co.....	20	Dorken Bros.....	outside front cover	McBrien Mfg. Co.....	19	Rodgers, Jos., & Sons.....	20
Banwell Hoxie Wire Fence Co.....	73	Dougall Varnish Co.....	59	McDougall, K. Co., Ltd.....	22	Rolland, J. D.....	53
Barnett, G. & H. Co.....	outside back cover	Dover Mfg. Co.....	15	McKinnon Chain Co.....	61	Royal Polishes Co.....	58
Beardwood Agency.....	19	Ford Auger Bit Co.....	58	MacMaster, R.....	15	Samuel, M. & L., Benjamin, & Co.....	18
Bissell Carpet Sweeper Co.....	19	Frothingham & Workman, Ltd.....	4	Manufacturers' Sales Co.....	60	Seymour, Henry T., Shear Co.....	64
Boker, H. & Co.....	61	Garritt, T., & Son.....	19	Maple City Mfg. Co.....	60	Sharratt & Newth.....	21
Bowser, S. F., & Co., Ltd.....	53	Gendron Mfg. Co.....	64	Martin, S. B.....	23	Shaw, A., & Son.....	51
Brand & Co.....	59	Gibb, Alexander.....	20	Maxwell, D., & Sons.....	57	Sherwin-Williams Co.....	43
Brandram-Henderson, Ltd.....	49	Gilbertson, W., & Co.....	14	Metal Stamping Co.....	inside front cover	Simonds Mfg. Co.....	65
Brantford Roofing Co.....	25	Gourack Ropework Co.....	20	Metal Shingle and Siding Co.....	16	Simonds Canada Saw Co.....	8
Bregent, A. E.....	23	Greening, B., Wire Co.....	15	Metallic Roofing Co.....	2	Smith Hardware Co.....	59
Bromyard Tilieries.....	20	Grove Chemical Co.....	59	Millers Falls Co.....	51	Spramator Co.....	67
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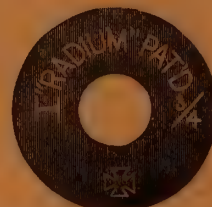
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NO. 12.

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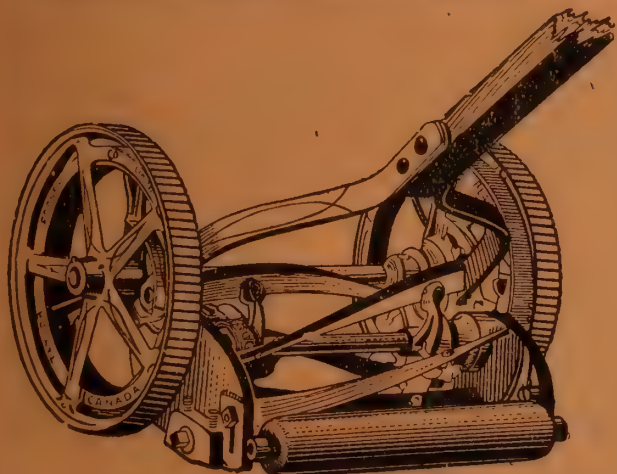
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EVERY HARDWARE MERCHANT IN CANADA

can take advantage of our "want ad." page. Ask yourself:

Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap

We can help you, but you must take the first step.

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

RATES: (*payable in advance*) 2c per word first insertion. 1c per word subsequent insertions. Box Number, 5c additional each insertion.

HARDWARE & METAL

Montreal

Toronto

Winnipeg



ATKINS SAWS

Made
in
Canada.

"The Finest on Earth."

Strictly High
Grade. Made for
the best mechanics
who want, appreciate
and will pay for the
Finest Tools.

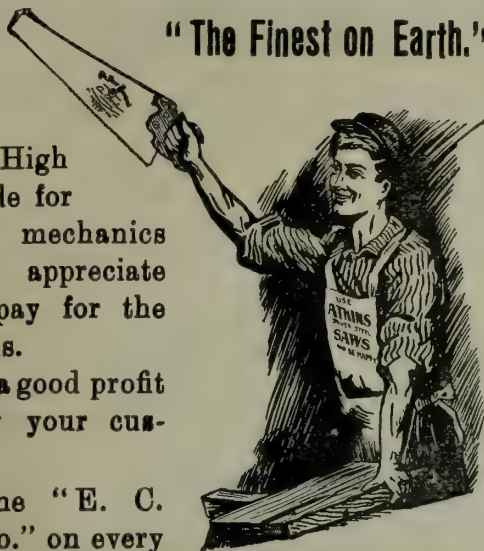
They bring a good profit
and satisfy your cus-
tomer.

The name "E. C.
Atkins & Co." on every
blade.

E. C. ATKINS & CO., Ltd.

Hamilton, - Ont.

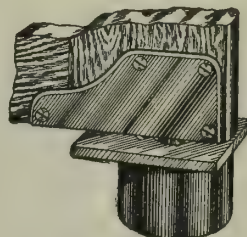
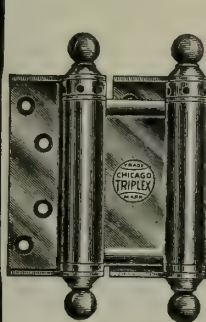
Home Office and Factory, Indianapolis,
Indiana, U.S.A.



CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience
has demonstrated to be desirable.



Chicago Spring Butt Company,

CHICAGO

NEW YORK

Send for Catalogue M 26

ICE CREAM FREEZERS THAT SELL

THEY ARE
Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation



"LIGHTNING"



"GEM"



"BLIZZARD"

**THEY
ARE SOLD
BY LEADING
JOBBER
EVERYWHERE**

Our line of Freezers comprises the largest variety made in any one factory.
They embody all that is best and of intrinsic merit in a Freezer. Besides these we
make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers.

SEND FOR CATALOGUES

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.



"You know the difference between 'claims' and 'proofs.' Claims MAY hold customers, but proofs WILL hold customers."—*The Philosopher of Metal Town.*



Mr. Hardwareman

Are you aware that **EASTLAKE METALLIC SHINGLES** are the best steel shingles on the market? Now we are not claiming anything we cannot prove.

"EASTLAKE"

"Eastlake" Steel Shingles were produced twenty-five years ago—long before any other steel shingle. The roofs that were covered with "Eastlake" Shingles the first year are today in as good shape as when they were laid—never having needed repairs.



STEEL SHINGLES

No other galvanized steel shingle can even claim such a record. Remember this fact when others say to you "My shingles will last a century."

Satisfy your customers. Give them a shingle that has proven itself—that you know will ensure the utmost satisfaction.

"Eastlake" Steel Shingles are made by the oldest and largest sheet metal building material firm in Canada—a firm whose policy has been "Protection to the Dealer" from the start.

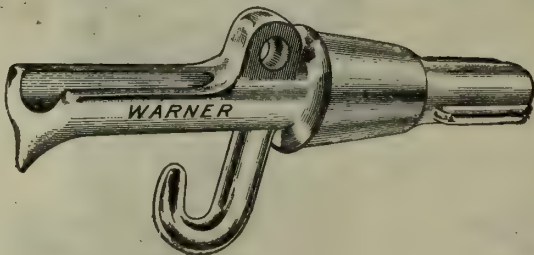
We also manufacture **Galvanized Cornices, Skylights, Ventilators and Finals, Metallic Ceilings, Siding and Lath, Corrugated Iron, Conductor Pipe, Eavetrough, Fireproof Glass Windows, Doors, etc.,** and Architectural Steel Metal Work generally.

Write us for catalogue and estimates



1673

The Warner Sap Spout



**Produces More Sap
than any other make**

"Runs Sap Early and Late"

Strongly made of Tinned, Malleable Iron—will not break.

No rossing of the trees necessary—no injury to the bark.

The construction gives it a greater sap capacity than any other spout.

No wind or weight of sap in the bucket can pull the spout out of the tree.

It does not leak, and is easy to insert and just as easy to remove.

The tapering portion dams the sap hole and every grain of wood severed is left free to run sap.

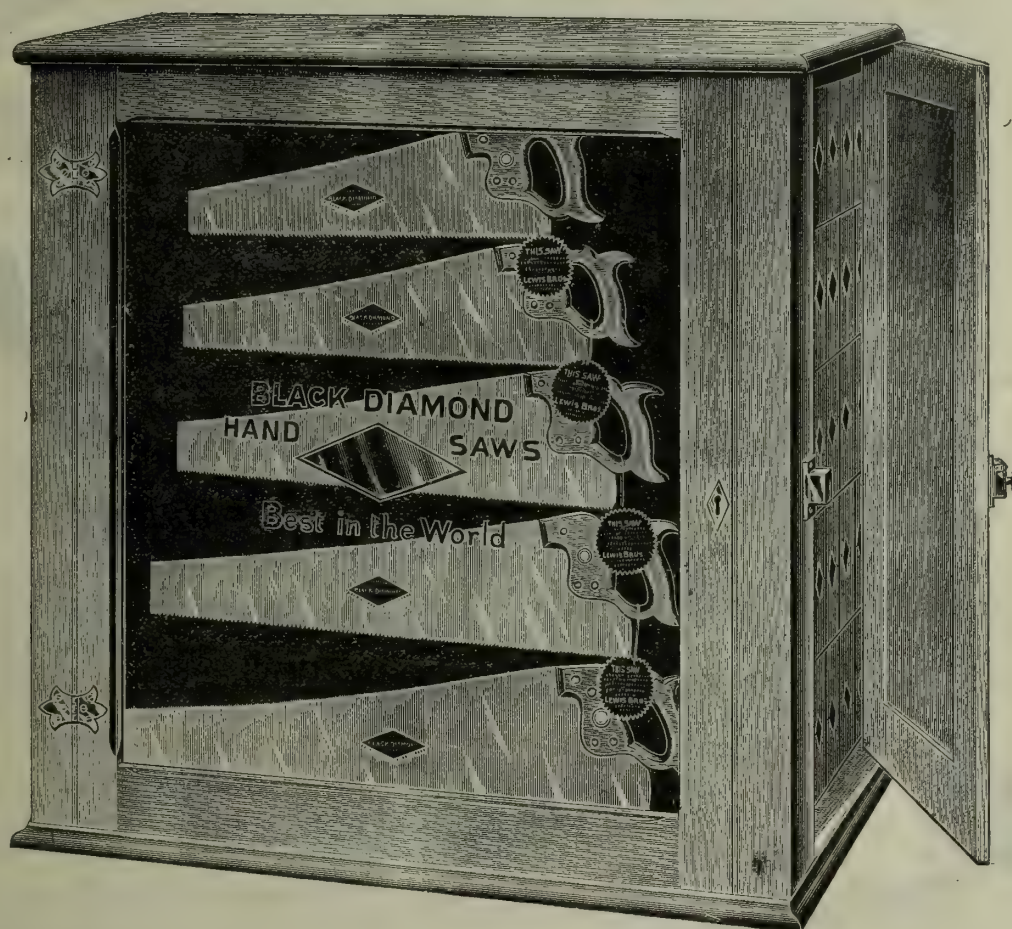
Takes a 7/16 Bit

Write for Sample and Prices

The Thos. Davidson Mfg. Co., Limited, Montreal and Winnipeg

Hand Saws Bearing Black Diamond

Trade Mark are absolutely guaranteed to be the best. All found defective will be replaced free. The price of these saws is not as high as other makes, but the quality is as good as any and better than most.



This fine Oak Cabinet (worth \$15.00) given away with first order for 7 dozen saws. This Cabinet is not loaned but is absolutely your property.

ASK OUR SALESMEN FOR PARTICULARS.

LEWIS BROS., LIMITED

EXCLUSIVE DISTRIBUTORS OF BLACK DIAMOND SAW CABINETS.

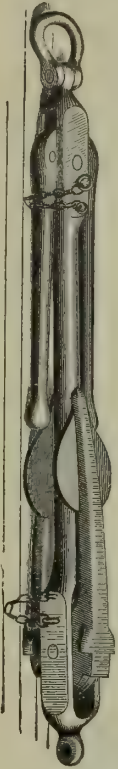
MONTREAL

OTTAWA

TORONTO

VANCOUVER

ANCHORS



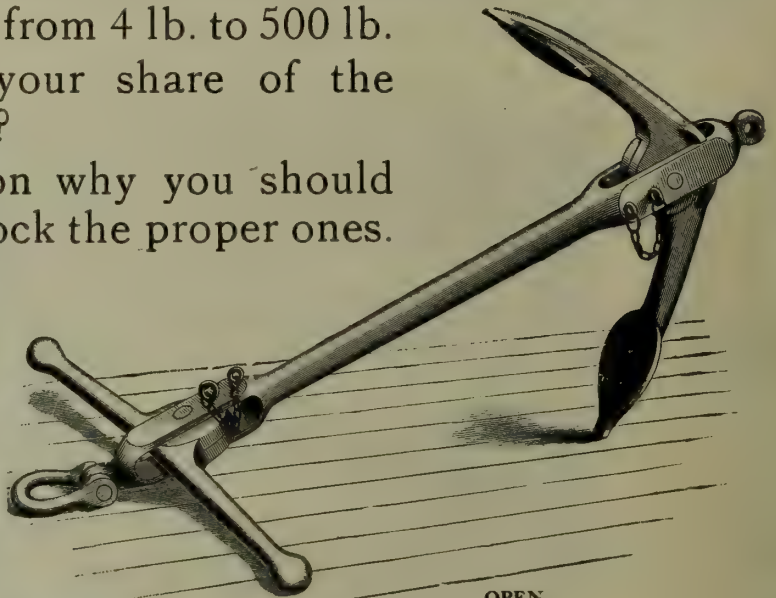
CLOSED

The demand for Anchors will be as great as ever. We stock anchors from 4 lb. to 500 lb. Are you getting your share of the Trade in this line?

There is no reason why you should not get it if you stock the proper ones.

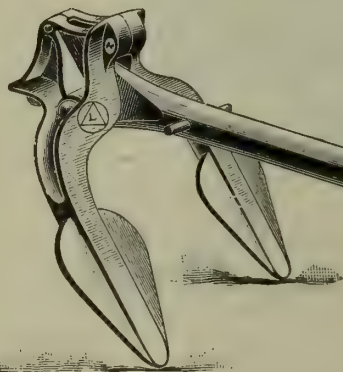
"Dirigo"

The Dirigo is the only practical folding anchor on the market. Its durability and compactness for stowage makes it a great favorite.



OPEN

SIZE	LENGTH	SIZE	LENGTH
4 lb.	17 in.	16 lb.	28 in.
6 lb.	19 in.	20 lb.	30 in.
8 lb.	22 in.	26 lb.	33 in.
10 lb.	23 in.	30 lb.	34 in.
12 lb.	25 in.	44 lb.	38 in.



"STOCKLESS ANCHORS"
"Babbitt's" Patent

"Stockless" These anchors have malleable iron shanks and cast steel flukes. They are made strong and are well finished.

The "KEDGE and "GRAPNEL" anchors are the other styles we keep in stock.

For full particulars see our General Hardware Catalogue.

We Ship Promptly

Write us for prices.

We Ship Promptly

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal

: : : : :

Canada

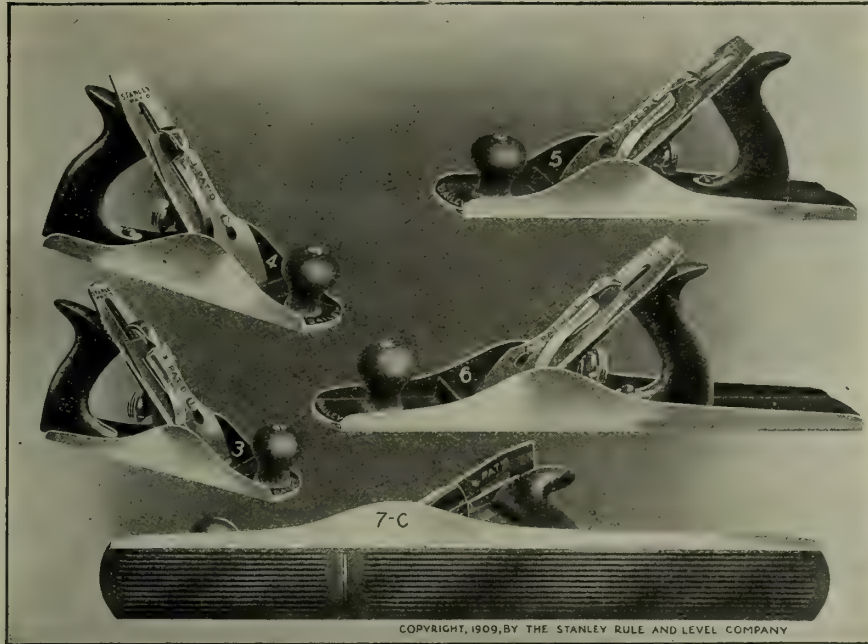




Stanley Tools

The Kind Mechanics
Insist on Having

Easy to Sell at a
Reasonable Profit



COPYRIGHT, 1909, BY THE STANLEY RULE AND LEVEL COMPANY

All the lines of Stanley Planes we have in
stock are fitted with the recent improvements

They work in any kind of wood.
They are made from best materials by expert workmen.
They are the most easily adjusted planes made.
The Cutters are properly tempered and are ground to a
proper angle, for most efficient work.

May we send you a new Stanley Tool Book?

Domes of Silence, the New Casters WITHOUT
WHEELS

Hotels, institutions and thousands of homes have been
looking for just such a line for years.

They Retail at 15c. Per Set, with extra good Profit to the Dealer.

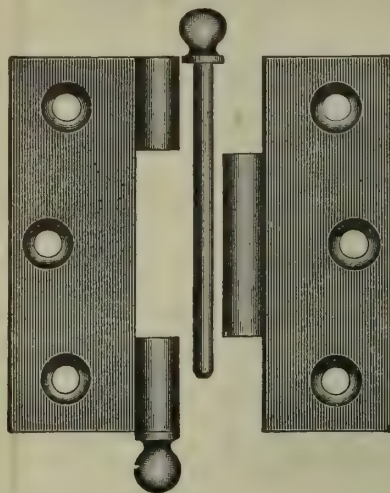
Caverhill Searmont & Co

Wholesale Distributors

Montreal and Winnipeg



Registered



QUALITY

is the potent force that has placed

"Crescent Brand" Butts and Hinges

in the proud position they now occupy in the realm of Hardware. Whether judged from the standard of "appearance" or that of "intrinsic worth," there can be no question of "Crescent Brand Superiority."

The prices are not any higher than is asked for the inferior makes.

Merchants who desire the Builders' and Contractors' Orders

cannot afford to stock any Butts or Hinges that are not made by

CANADA STEEL GOODS COMPANY, Ltd.
MANUFACTURERS, - - HAMILTON, CANADA

Are You After the Delivery Can Business in Your Locality?



Style "E."

- ¶ If so, you are handicapped unless you handle the "Samson" line.
- ¶ We have these in six styles of four sizes each.
- ¶ Notice the steel barrel handles and Samson bottom.

A FEW OF THE SIZES:

Nos....	6	8	10	12
Each....	\$5.00	\$5.50	\$6.00	\$6.50
Nos....	60	80	100	120
Each....	\$5.00	\$5.50	\$6.00	\$6.50
Nos....	06	08	010	012
Each....	\$4.50	\$5.00	\$5.50	\$6.00

- ¶ Consider the Samson line before purchasing.



Style "G."

McCLARY'S

London
Montreal

Toronto
Winnipeg

Vancouver
Hamilton

St. John, N.B.
Calgary



Buy "Samson"

Sporting goods on their merits. There is no better for the money in the country. The materials are of the best, the workmanship is of the highest and the patterns are up-to-date in every particular. These facts sell this line. In a very short while you will have the boys asking for "Ball" goods and before you purchase your stock of

Base Ball Supplies

For the season of 1910, we want you to know something about "SAMSON quality." We have had two seasons of success with our brand and are prepared for a bigger demand than ever. The goods are bound to sell. The value is there. Our new Sporting Goods Supplement to our April Bulletin is on the press. It contains a complete list of the Samson Sporting Goods. Ask for a copy.

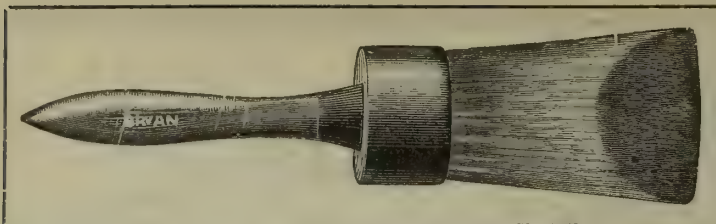
H. S. Howland, Sons & Co., Limited

We Ship Promptly

TORONTO

Our Prices Are Right

Graham Nails Are the Best



Spring Trade, 1910

How about your stocks of
Brushes, Brooms and Woodenware?

You'll have no fear on the score of quality if you are handling Bryan's. Send for prices.

Illustrated catalogue sent upon request from responsible dealers.

Thomas Bryan, Limited, London, Canada

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton

Simonds "Crescent Ground" Cross-Cut Saws



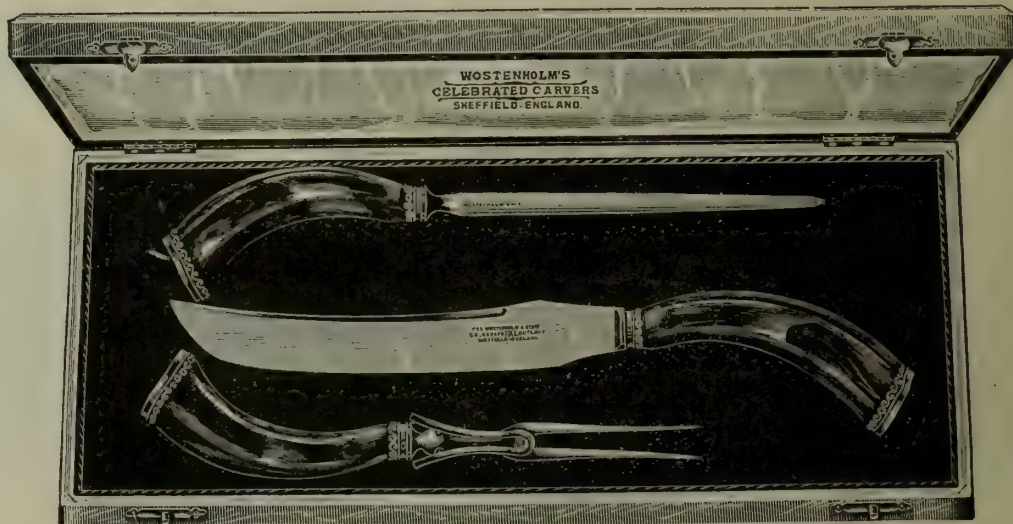
The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q., Vancouver, B.C., St. John, N.B.

Wostenholm's Fine Sheffield Cutlery

I-XL CARVERS IN CASES



Hand-forged Blades. Genuine Russian Wild Boar Tusks. Sterling Silver Mounts in velvet-lined union cases. Also made in five-piece sets. The most exclusive pattern yet produced.

A. MACFARLANE & CO., MONTREAL, Canadian Representatives

The Excellence of
DISSTON SAWS

Is a Monument to Seventy Years of Progress

Henry Disston, founder of the great Disston industry, was a man with an ideal. He wanted to perfect a tool which would represent the best attainment in the artisanship of that day. That was his first thought. If the acquirement of property had any place in his mind, it was second place. Yet, through doing one thing better than any other man could do it, he built a business that has to-day grown to proportions of which he never dreamed.

This success, founded upon striving for an ideal, would have been impossible had there been the slightest lessening of effort on the part of those who succeeded the founder or those who, in turn, succeeded them.

Every notable improvement in saw-making originated in the Disston establishment. From steel making to finished product, the best brains of the country have contributed, in every detail their share.

No other saw is just like a DISSTON. No other saw is so well thought of. No other saws, files and tools so well deserve that public patronage and trade confidence which constitute an impregnable monument to seventy years of established progress.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel & File Works,

::

::

PHILADELPHIA, U.S.A.

Simplicity of Gearing

is a prominent feature of the

"Winner" Rotary Washer

(Style No. 2)

which makes it not at all liable to get out of order.

Roller bearings carry all the weight, and make this machine very easy-running. The washboard surface is corrugated. The appearance and

finish of the "WINNER" ROTARY are very attractive, and you will find it a splendid seller and satisfaction-giver. Write for details and prices.



J. H. Connor & Son, Ltd.

OTTAWA,
ONT.

"SAFE-LOCK" Fence

Every farmer in your vicinity is interested in, and a buyer of more or less Woven Wire Fencing. No doubt you want his trade, and to secure and hold it you must be prepared to supply his needs. Your competitor is or soon will be.

Our "SAFE-LOCK" Fence is without exception the strongest fence made. We manufacture it in both heavy and medium weights, and if you want an agency, write us for particulars. Will be glad to mail you wholesale list and discounts on request.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.

BRANDON,

MAN.

WE MANUFACTURE



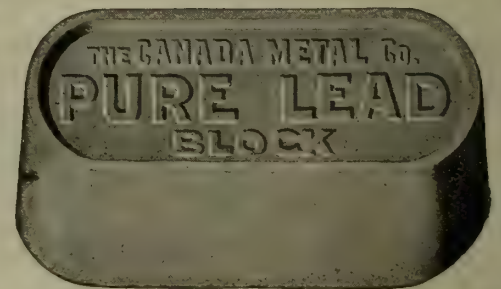
Lead Pipe Lead Waste
Hydraulic Drawn Traps
Tinkers' Solder



Block Lead Bar Lead
Lead Fibre for Caulking

WRITE FOR PRICES

The Canada Metal Co., Ltd.
TORONTO



It's an "Enterprise"

Say this and the sale is made.

No explanations, no apologies needed.

All experienced housekeepers know the "Enterprise."

We are educating all the inexperienced ones to ask for

"ENTERPRISE" Food Choppers

All you need for big sales is a big stock. Our great campaign of advertising in magazines and agricultural publications featuring our Meat and Food Choppers, etc., will help you. "Enterprise" signs and a lot of advertising attractive to housekeepers and home makers, free to dealers upon request.

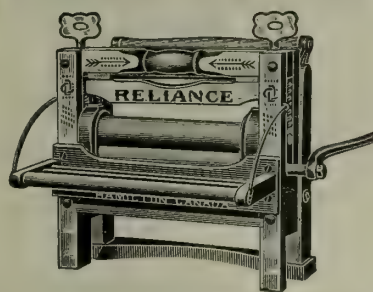
Have you our catalog handy?

The
Enterprise Manufacturing Co. of Pa.
PHILADELPHIA, U.S.A.

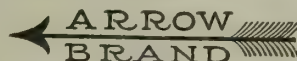
21 Murray St, New York

544 Van Ness Avenue, San Francisco

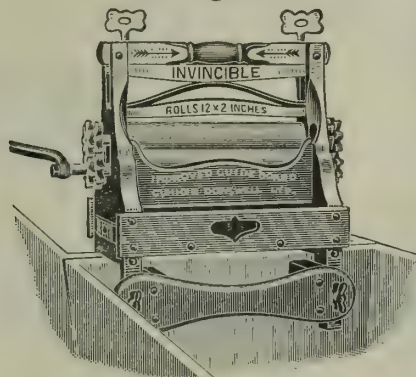
When your Customers ask you for **GOOD CLOTHES WRINGERS**



The Answer is



and you give **BETER VALUE** than you can by selling any other make. And give **ALL THERE IS** in Wringer service.



They are

The **BEST MADE**

and

The **BEST KNOWN.**

Superior Wringers in Every Respect,
and will Out-Wear and Out-Wring any
Wringer on the Market.

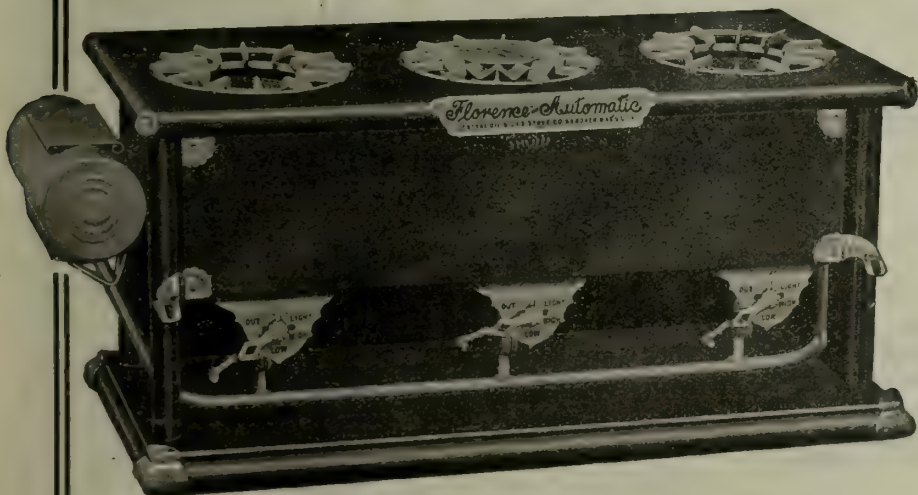
Cummer-Dowswell, Makers, Hamilton, Ont.

LIMITED

W. L. Haldimand & Son, Montreal, Eastern Agents.

How About Your Oil-Stove Business?

¶ Are you going to keep up-to-date and clinch it with the "**FLORENCE-AUTOMATIC**" line, or stay in the same old rut and compel your trade to secure the "Florence" elsewhere?



¶ The class of oil stove you buy this season decides the number of oil stove customers you will have the following season. We handle the "**FLORENCE-AUTOMATIC**" which is undoubtedly the best on the market. It is the stove that will give satisfaction, for it is constructed with the view of reducing and eliminating the objectionable features in other oil stoves, and the success which accompanied this endeavor eclipsed our highest aims. We have them in both the high and low styles, with either two or three burners.

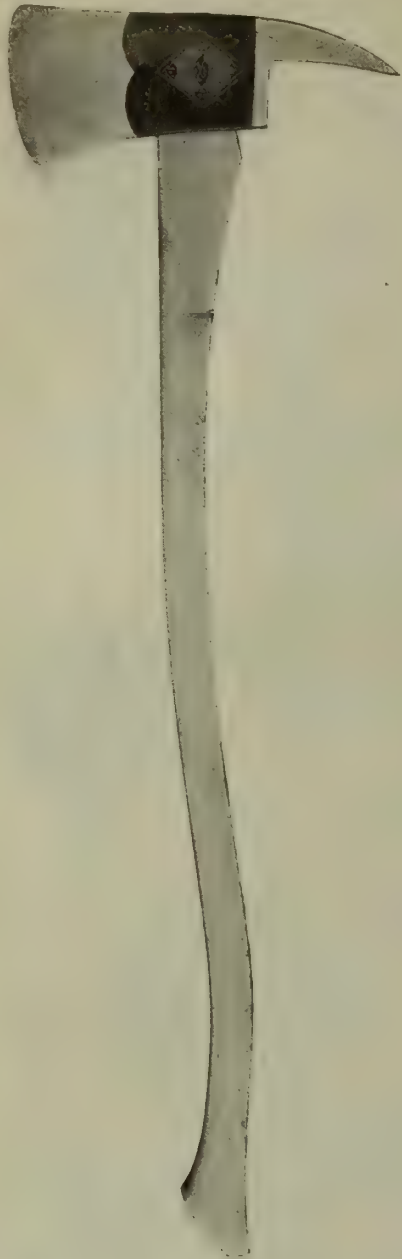
¶ Try two or three **NOW** and place them in your window. They are a good selling line from the point of quality and profit also.

NO. 3 LOW—Three powerful Burners—Oil Reservoir holds one gallon—Height, 17 in. Top, 16 x 35 ins. Weight, crated, 64 lbs.

London, Toronto
Montreal, Winnipeg

McCLARY'S

Vancouver, St. John, N.B.
Hamilton, Calgary



There's a Big Demand

for goods that are absolutely reliable in quality. If you are handling our complete line of

EDGE and LUMBERING TOOLS

you will get the largest possible tool trade from your locality, because these tools are made of Genuine Sheffield Steel.

The Fireman's Axe illustrated on this page is a popular

seller. It is finished either painted or nickel-plated as desired.

**Allan Hills Edge Tool Co.,
Limited**

Galt

Ontario





WE WANT YOUR ORDERS FOR **BRUSHES and BROOMS**

for the Spring trade, and we have the facilities to handle the business with satisfaction to our customers.

With the largest plant in Canada, and the most complete range of goods, we are prepared to meet all demands.

Stevens-Hepner Co., Limited
Port Elgin, Ontario, Canada

Reasons Why Star Expansion Bolts are Trade Pullers!

An extensive educational advertising campaign which thoroughly covers all parts of Canada, driving into every dealer's store in the Dominion, who handles the STAR, hundreds of live inquiries weekly. We maintain a dealer's information and service bureau for the benefit of those dealers who care to write to us for selling plans and ideas.

We employ a system of "Follow up," one of the best of its kind in the world. Let us give you the benefit of our years of selling experience—Then add your own. Write for "It" samples and catalogue 36.



Star Expansion Bolt Co

Catalogue Department 36

147-149 Cedar Street, New York City

Absolute Rigidity

is the leading
feature of the

"Faultless" Ladder

It has broad steps with bolts and steel plates clamped tightly to the sides, which eliminate spreading and ensure rigidity. Made from strictly clear, kiln-dried, short leaf yellow pine. Equipped with our famous "Faultless" Lock. We make all kinds of ladders.

Write for Catalogue B.

The Stratford Mfg. Co.
LIMITED
STRATFORD, ONTARIO



DOOR MATS

Keep the Floor Clean

They keep the feet dry.
They prevent sickness.

Buy the sanitary door mat, the

"ACME"

carefully made of good material.

ACME STEEL GOODS CO.

MANUFACTURERS

Main Office and Works: 2834-40 Archer Ave.

CHICAGO, ILL.

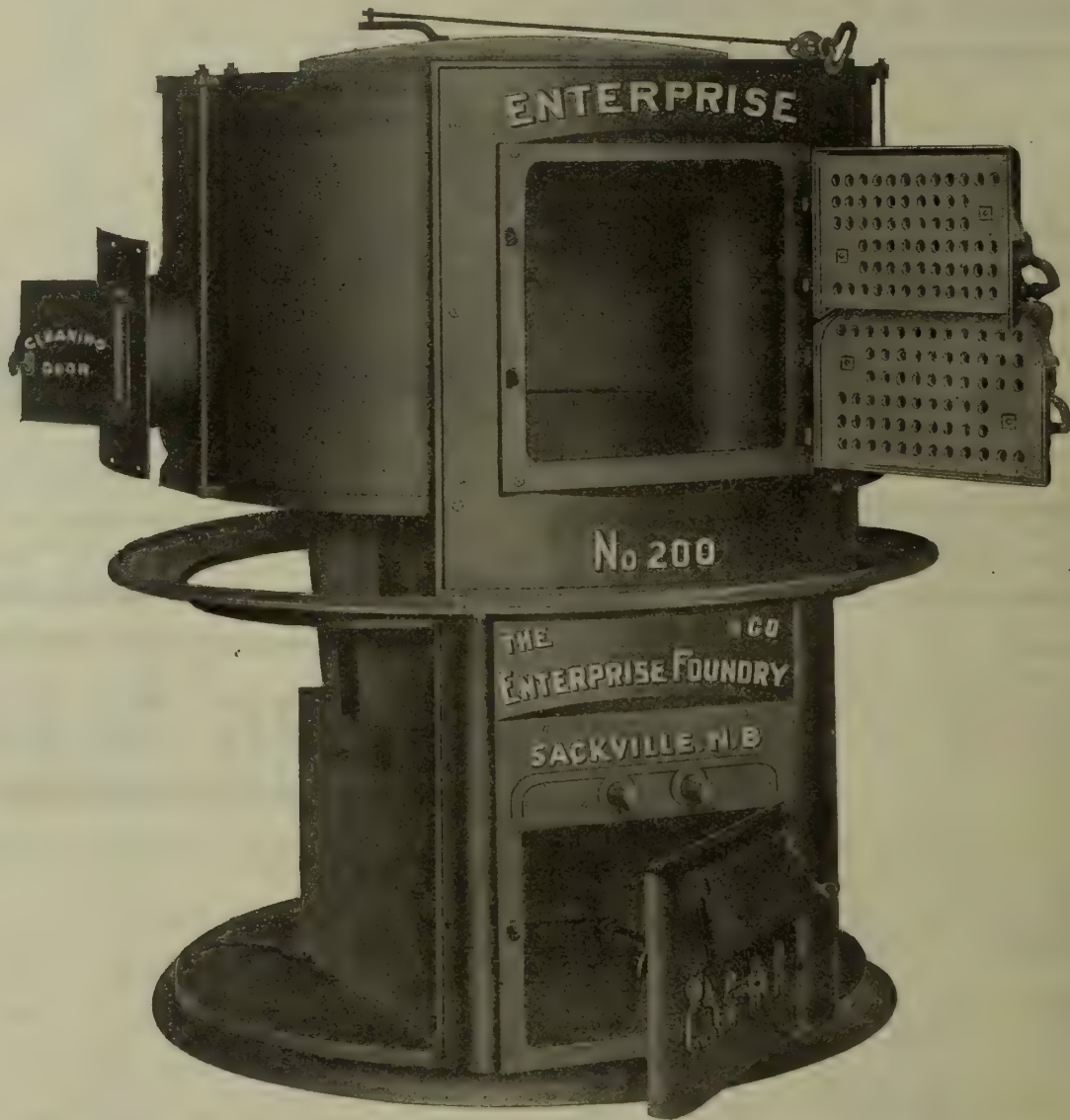
151 Lafayette St.
NEW YORK CITY

Empire Bldg.
ATLANTA, GA.

The "Enterprise Blazer" Furnace

WITH PATENT FIRE POT

We want every furnace dealer in Canada to become familiar with the "Blazer" and its many features of special merit.



The "BLAZER" is the result of many years' experience. Wherever introduced, the trade are enthusiastic over it.

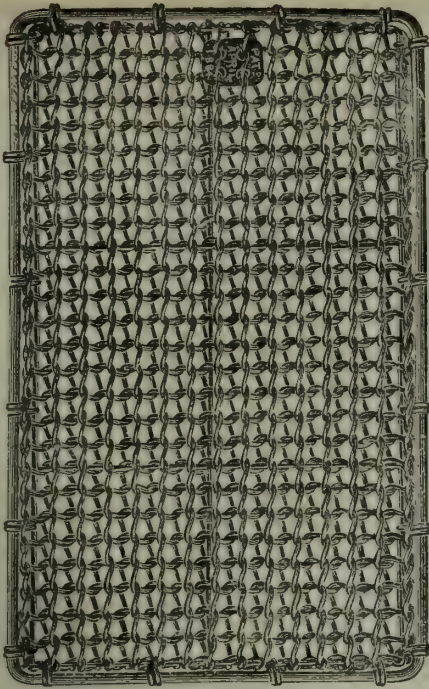
As we cannot give particulars here, let us send you illustrated circulars giving sizes, prices and full description. If you handle furnaces you will be intensely interested in it.

We want first-class agents everywhere to push it. Drop us a line. It will pay you.

THE ENTERPRISE FOUNDRY CO.

Manufacturers : : Sackville, N.B.

Distributing Warehouse for Ontario: STEWART & CO., 122 Wellington St. West, Toronto, Ont



Improved Reversible Steel Wire Door Mat

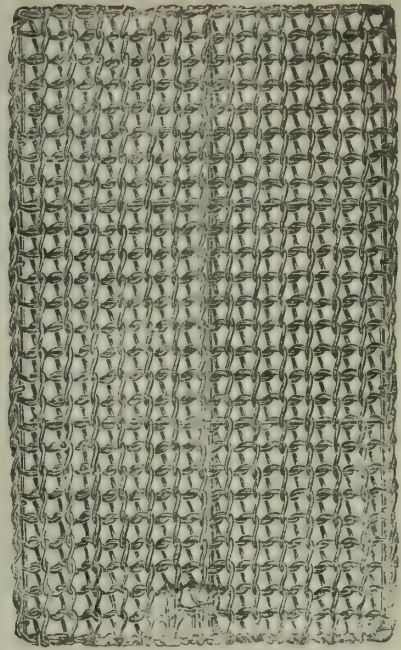
The Hall-Mark of Quality

has been indelibly stamped on every
one of

Greening's Door Mats

and they owe their popularity to their
undoubted efficiency.

The interlocked Wire Bordered Mats
have all the good points of the Stand-
ard Iron Frames with the added
advantages of being flexible and
cheaper. All our mats are rever-
sible. Here's a line that's always in
demand and very profitable to handle.
See to your stocks, and specify
Greening's when next ordering from
your jobber.



Interlocked Wire Bordered Mat

To Satisfy the Demand for a Cheaper Mat get particulars of our "Simplex."

THE B. GREENING WIRE CO., LTD.

HAMILTON, ONT.

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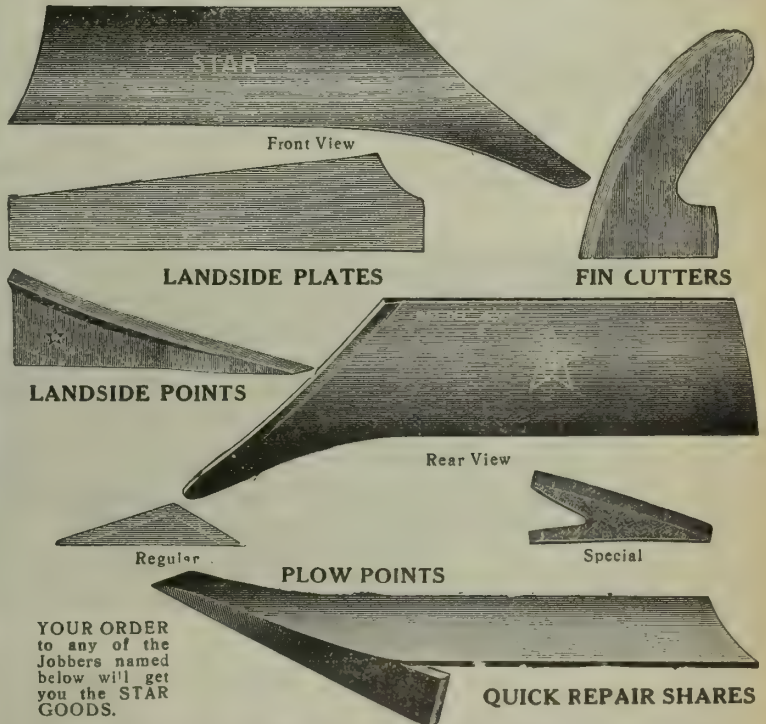
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MONTREAL, QUE.

Young man with good
retail experience to travel
for our circulation depart-
ment—Good chance for
promotion.

MACLEAN PUB. CO.
TORONTO AND MONTREAL

SHAPES—For Blacksmiths' Plow-Repairing



YOUR ORDER
to any of the
Jobbers named
below will get
you the STAR
GOODS.

WOOD, VALLANCE, Limited - Winnipeg, Man.
J. H. ASHDOWN HARDWARE CO. - "
MARSHALL WELLS CO. - "
MILLER-MORSE HARDWARE CO. - "
D. ACKLAND & SON - "
WILKINSON, KOMPASS & HAWKEY - "

HANBURY HARDWARE CO. - Brandon, Man.
PEART BROS. HARDWARE CO. - Regina, Sask.
ROSS BROS. - Edmonton, Alta.
C. KLOEPFER - Que'ph, Ont.
JAMES COWAN & CO. - London, Ont.
WILKINSON & KOMPASS - Hamilton, Ont.

WRITE US FOR BOOKLET

STAR MFG. CO.,

- -

Carpentersville, Ill, U.S.A.

PRESTON SAFE-LOCK SHINGLES

PASS BRITISH GOVERNMENT'S ACID TEST

PRESTON Safe-Lock Shingles are made and galvanized so as to pass the British Government's Acid Test.

This Acid Test is more severe on the galvanizing than twenty years of Canadian weather. Yet PRESTON Safe-Lock Shingles easily pass this test.

PRESTON Safe-Lock Shingles are by far the best roofing investment on the market. You will find it will pay you well to concentrate your selling efforts on them.



Certainly, prepared roofing is a mighty poor roofing material in comparison with PRESTON Safe-Lock Shingles. The more you compare PRESTON Safe-Lock Shingles with other roofing materials the better you'll like PRESTON Shingles.

There is a good profit for you in selling PRESTON Safe-Lock Shingles. It is a paying line to push.

Just Write Us for Prices, Terms, etc.

METAL SHINGLE AND SIDING CO., Limited

Branch Office and Factory, Montreal, P.Q.

PRESTON, ONTARIO

AT LAST!

Spring is upon us, and, like "DOMINION" Goods, is always welcome.

Be Sure to Handle "Dominion" Commodities this Spring, and Get the Best Satisfaction.

Buy a Mixed Carload, which might include:—



Barbed Wire, Plain Wire, Galvanized Wire, Coiled Spring Wire, Fence Staples, Bright Wire Goods,

Wire Nails

and

Wood Screws,

and of course

**"Dominion Special"
Field Fence,**

The Mark

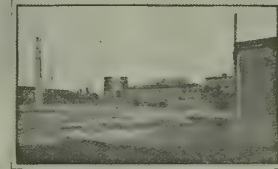


**"The Landmark of
the future."**

of Distinction.

Dominion Wire Manufacturing Co., Limited, Montreal and Toronto

THE LARGEST MAKERS OF FINE LAMP BLACKS IN THE WORLD



WILCKES MARTIN WILCKES CO. MAIN OFFICE, 135 WILLIAM STREET NEW YORK, N.Y.
 FOREIGN AGENCIES, LONDON, PARIS, CHAUX-DE-FONDS, BUENOS AIRES, SIDNEY AUSTRALIA, YOKOHAMA, JAPAN, VIENNA, MILAN, ITALY, HAMBURG.
 E. FIELDING, 34 YONGE ST. TORONTO, AGENT FOR ONTARIO.

Here's the Machine

---that competitors
are copying

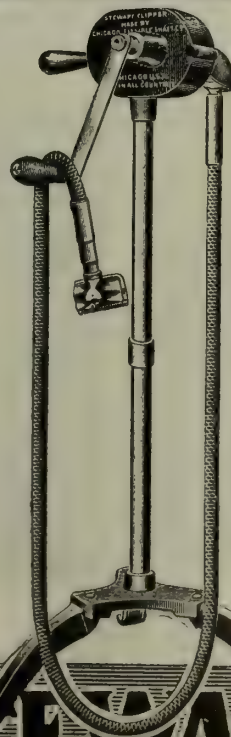
The superiority of our Stewart No. 1 over all clipping machines on earth caused one manufacturer to pilfer the idea. It was a steal—but, without a perfect result. The shape of the "counterfeit" resembles the Stewart; so does some of the mechanism. But the real principle of construction—the process that put the Stewart in the lead—they only guessed at. Don't sell "guess-work" machines. Sell the original machine—the machine that's backed with a **quarter-century guarantee**.

Why the Stewart?

We don't ask "shrewd buyers" to buy our machine because it was made in a certain country. We have more respect for their common sense. We just want horse-owners and dealers to know why the Stewart machine is the **best machine**.

CHICAGO FLEXIBLE SHAFT CO.

Write at once for our big
free catalogue



---the
Stewart No. 1

Horse Clipping Machine

The Stewart No. 1 has gears made from cut steel, hardened file hard, working parts enclosed in an oil bath and is equipped with plenty of best quality flexible shaft and the world famed Stewart one-nut tension knife.

We help the dealer

We are willing to give individual advertising to dealers who believe in square dealing and who want to sell more horse clipping machines. Write **at once** for particulars of our co-operation policy with hardware men.

It's to your interest as well as ours to sell the **Stewart**, because it's to the best interest of the **user to own** and operate one.

**250 La Salle Avenue
CHICAGO, ILL.**

STEWART

SHEET ZINC

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

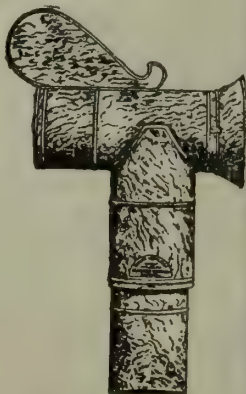
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator".

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.



R. McELROY
Hardware Merchant.

Knowlton, Jan, 19th, 1908

J. W. HARRIS MFG. Co., Limited,
Montreal, Que.

DEAR SIR:—

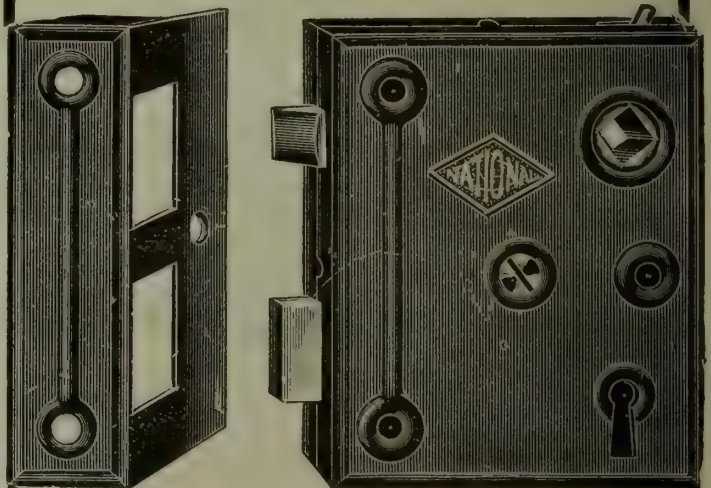
Your "J. W. Harris Rotary Ventilator" is working well and it has given no trouble in any way whatever.

Yours Respectfully,
P. McELROY.

Made by
The J. W. Harris Mfg. Co., Ltd.
CONTRACTORS
Montreal

YOU CAN HANDLE NO ARTICLE
which will do more to strengthen your hold
upon the Builders' Hardware Trade than the

National Steel Rim Lock



Ask Your Jobber for this Brand.

NATIONAL HARDWARE CO., Limited

ORILLIA

ONTARIO

CANADA

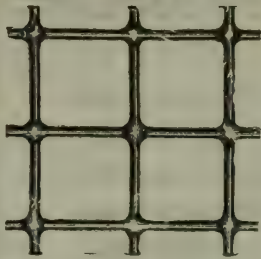
CANADA WIRE GOODS MFG. CO.

Manufacturers of every kind of

**Iron, Steel, Brass and
Copper Wire Cloth**

**Crimped and Pressed Wire Work
of all Kinds**

HAMILTON - - ONTARIO



PAGE WHITE FENCES

Page Fences wear Best—Styles for Lawns, Parks, Farms and Railroads. 14,000 miles of Page Fences and 73,000 Page Gates now in use in Canada. Our 1910 Fences are better than ever. Page Gates for 1910 have Galvanized Frames. Get our latest prices and booklet.

THE PAGE WIRE FENCE CO., LIMITED

Largest fence and gate manufacturers in Canada

WALKERVILLE TORONTO MONTREAL ST. JOHN WINNIPEG VICTORIA

503

OAKEY'S

The original and only Genuine
Preparation for Cleaning Out-
let. 8d. and 1s. 6d. per pint

**'WELLINGTON'
KNIFE POLISH**

JOHN OAKEY & SONS, Limited

Manufacturers of

**Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.**

Wellington Mills, London, England



HERCULES

Sash Cord

Buy the Best.

**Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine**

For Sale by all Wholesale Dealers.

William Bayliss

Limited
BIRMINGHAM, ENGLAND

**Solid Drawn Brass Cased Tube
Stair Rods and Brass Cased Rodding**

Seamless Steel Tube
(Round, Square and Flat)

Brazed Iron Tubes
(Round and Square)

**Square Brass Tubes
and Brass Mouldings**

For
Bedstead
Trade

Agent for Canada:

ALEXANDER GIBB

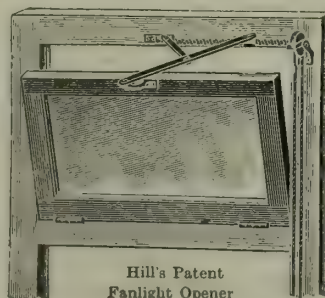
13 St. John St.

MONTREAL

JAMES HILL & CO., LTD.

Cable: James Hill, London.

IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent
Fanlight Opener
from 2/9 each.

100A QUEEN VICTORIA STREET
LONDON, ENGLAND

Hill's
Patent
Locks,
Hinges,
Anti-Panic
Bolts

and all kinds
of Fittings
and Hard-
ware.

Castings,
etc.

THE WHITE MOP WRINGER COMPANY

offers the Largest Line of Mop
Wringers in the World. Latest
improvements. Up-to-date.
Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to operate,
wrings driest, and is the
most durable on the market.
Adapted to sheet iron
or wooden pails. Free display
rack. Liberal discounts.
Write to-day for catalogue.

MADE IN CANADA

**WHITE MOP
WRINGER CO.**

Fultonville, N.Y.

Manufacturers
of Mop
Wringers
exclusively



**This
Trade Mark
Insures
Genuineness
Originality
Perfection
Satisfaction**

**Tell Them You Saw it in Hardware and Metal.
The Advertiser Will Appreciate It.**

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

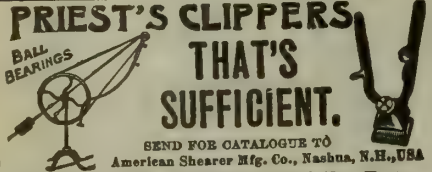
F. N. BURT COMPANY, Limited
TORONTO

Counter Check Books

"GET THE BEST"

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S
SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webb & Hilger, Limited, special New York
Representatives. 106-110 Lafayette Street

EMERY WHEELS.




**Canadian
Hart Wheels**
442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

FILTERS.

Anti-Splash Tap Filters
The "Galvo" Filter and Water Steriliser
"Perfection" Fire Extinguishers
There's good money in them for hardware dealers.
Write for Prices.
The Anti-Splash Filter Co.
OWEN SOUND - - - ONTARIO

HARDWARE SPECIALTIES

COVERT MFG. CO.
TROY, N.Y.



Chains
Halters
Horse
Ties
Snaps of
all kinds
Jacks

Square
Brand
of
Harness
Hard-
ware

Look for
this Trade Mark
on all Genuine Covert Goods

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind.
Has many working advantages over the ordinary spring,
and has twice the wear. In use throughout Great Britain
and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - Birmingham

GALVANIZING.

GALVANIZING.
Work and Prices Right
**ONTARIO WIND ENGINE & PUMP
CO., Limited**
Toronto, Ont.

MALLEABLE IRON.

Malleable Iron Castings
Carriage and Agricultural Castings,
Axle Nuts, etc., etc.
Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufac-
turers' Agents. Cars Distributed, Warehoused
and Forwarded. Warehouse on Trans-
fer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

Birkmyre's Waterproof Horse Covers
SOLE MANUFACTURERS
The Gourcock Ropework Export Co., Limited
(of Scotland)
Montreal. 28-30 St. Peter St.
Winnipeg; 132-134 Portage Ave., East

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal
Representing Canadian, British and American
Manufacturers. Correspondence invited from
firms wishing to be represented.

J. M. KAINS & CO.

MANUFACTURERS' AGENT
83 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware
Specialty. Highest References.

T. W. HEMPHILL & CO.,

Manufacturers' Agents
Building Supplies and Building Hardware
831 Powell St. VANCOUVER, B.C.
Correspondence Solicited. Highest References

We have competent Salesmen.
Best Facilities for Distributing and Storing

M. B. ANTHONY & CO.
MANUFACTURERS' AGENTS
503 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

MANUFACTURERS' AGENTS.

THOMPSON & GUNN
333 Gore Avenue, VANCOUVER, B.C.
Famous "RELIANCE" Hot Water BOILERS
and "IDEAL" Hot Air FURNACES
MODERN "ALASKA" STEEL RANGES
Cooking and Heating Stoves
WRITE FOR PRICES

P. R. CUMMING
Manufacturers' Agent
Hardware, Hardware Specialties
Housefurnishings Woodenware, Etc.
Car Shipments a Specialty
Correspondence Solicited
347 Pender St. W. - VANCOUVER, B.C.

METAL PRODUCTS.

Established 1880
NEITHER FICTITIOUS NOR EXORBITANT
ORDER AND USE
LANGWELL'S BABBITT
GEORGE LANGWELL & SON, Makers, MONTREAL

NAILS.

JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvan-
ized Wire Nails, also "STANDARD" Toe
Calks—Blunt and Sharp } Best in
Horse Nails, Etc. } Canada

RIVETS AND STEEL PRODUCTS.

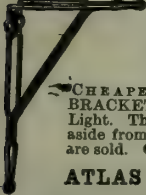
The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!

The most attractive, most durable and most serviceable shelf box on the market is the
**BENNETT STEEL
HARDWARE SHELF BOX**
Saves 20% Shelf Room
over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
85 Richmond St. W. Toronto.


SHELF BRACKETS.


Will Hold Up a Shelf
That's what a shelf bracket's for.
For this purpose there can be
Nothing Better. Nothing
Cheaper than the **BRADLEY STEEL
BRACKET**. It is well Japanned, Strong and
Light. The saving on freight is a good profit
aside from the lower price at which the goods
are sold. Order direct or through your jobbers
ATLAS MFG. CO., NEW HAVEN

FEED COOKERS


MAKE MORE MONEY
Put in a stock of
FEED COOKERS
We make all sizes
Write
JAMES & REID
PERTH, ONT.
for catalogue and prices

SPRAYERS


HEADQUARTERS FOR SPRAYERS
We make Sprayers for all purposes, such as flowers, fruits
vegetables, disinfectants.
SEND FOR CATALOGUE AND PRICE LIST
COLLINS MFG. CO. TORONTO

SOLDER

TINKERS' SOLDER
Bars to the lb. Our Phone No. is Main 1729
We will be pleased to quote you.
THE CANADA METAL CO., LIMITED
TORONTO, ONT.

FLOOR TILING.

THE NEW PAVING
Semimastic—Reg'd No. 316749
Beautiful Strawberry Red color, washes clean every
time. A Semimastic floor is a perpetual pleasure. In
strips, squares, hexagons, octagons, etc.
1/6 yd. super THE PRICE 1/6 yd. super
Agencies Invited
BROMYARD TILERIES LTD. - BROMYARD, ENGLAND.

TOOLS.


ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades
are bevel rolled from special Self-
Hardening Steel. Straight and Offset
shapes. 7 sizes each. Write for Catalog
Armstrong Bros. Tool Co.
108 N. Francisco Ave.
CHICAGO, U.S.A.

VENTILATORS.

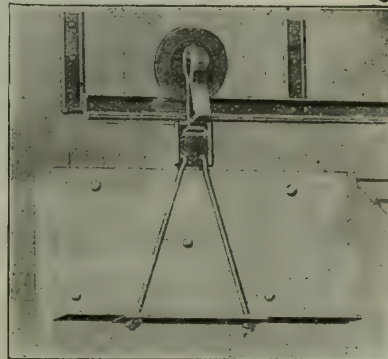


Ventilators and Chimney Cowls
My patent rotary ventilator is
backed by a guarantee. It is the
best ventilator on the market. Write
for particulars, handsome booklets
of testimonials and information
mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal
WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO
Factory 55 St. Paul Street
Office 107 St. James Street
MONTREAL

A CHANCE FOR LIVE AGENTS

— TO SELL —



**Wonder Barn Door Hangers, Chan-
nel Steel Track and Low-Down-
... High Store Ladders ...**

This hanger is stronger and more ser-
viceable than any other. The door closes
tightly into jamb same as a hinge door.
Excludes water. Won't split or rot. A
splendid line of goods to handle.

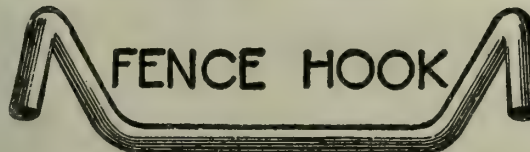
WRITE FOR DETAILS

S. B. MARTIN

DALTON, O. - U.S.A.

GALVANIZED FENCE HOOK

For Fastening Wooden Picket
Wire Fences



**WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED, CLOTHES
LINE WIRE, STAPLES, etc.**

The Western Wire and Nail Co., Limited, - London, Ont.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.
Contractors to H. M. Government and the principal English Sheet and Plate Glass
Works

**Persons addressing advertisers will kindly
mention having seen their advertisement in
this Paper.**

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

**PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND
ORNAMENTED GLASS**

Works: Don Speedway, also Victoria St.,

TORONTO

"ASTORIA"

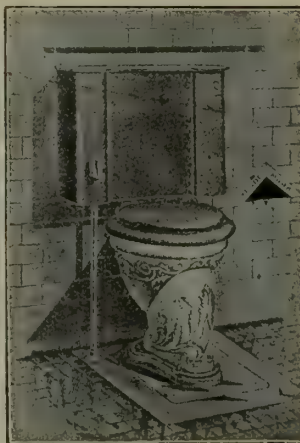
PLUMBERS' SUPPLIES

—LOW-TANK CLOSET COMBINATIONS—

AND FLUSH VALVE OUTFITS

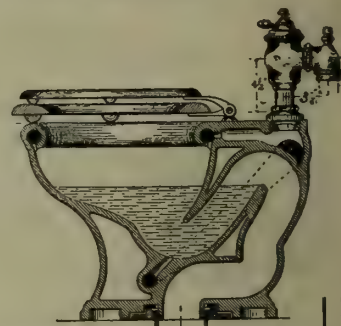


"ASTORIA" Bowl, with extra large water seal.
Saddle pattern seat and improved tank.



"ELGIN" Wash-down Bowl, our
standard combination.

All our closet outfits contain
the "MORRISON" Improved ball
cock, with or without stop cock
inside tank. They give the best
of satisfaction.



"SIMPLEX" Syphon Jet Bowl,
with NETHERY patent flush valve.

The James Morrison Brass Mfg. Co., Limited,

93-97 Adelaide St. West,
TORONTO

PATTERN LETTERS

IF YOU USE THEM

Send for our New List No. 3.

STENCILS

IF YOU USE THEM

Send to us and get Artistic Work.

STEEL STAMPS

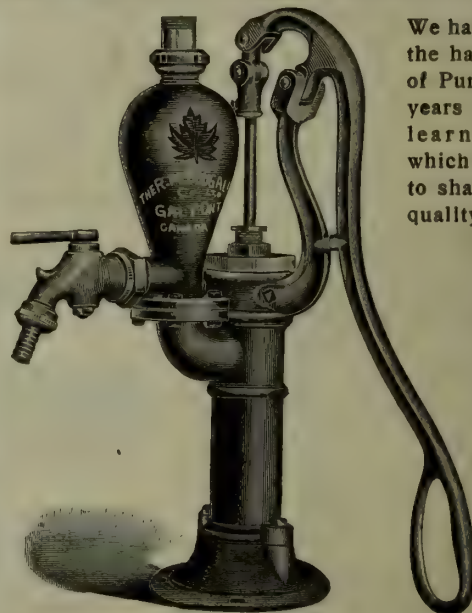
Steel Letters and Figures

NAME PLATES

SEND TO THE

Hamilton Stamp and Stencil Works
LIMITED

Hamilton and Toronto



We have been making
the hard-to-beat kind
of Pumps for many
years and are daily
learning something
which we are anxious
to share with you in
quality of our goods.

McDougall
Pumps are
Standard,
have been
and will be
Standard if
honest atten-
tion to detail
has the usual
reward.

Always remember that "Aremacdee" is a
guarantee of all that is latest and best,
and catalogue explains.

The R. McDOUGALL CO.

LIMITED

Galt, Canada

Why not handle the roofing that pays?

Don't think that "cheap" roofing pays because you may chance to make a quick sale.

Satisfaction is worth more to you than the nearest dollar. Satisfaction means repeat orders; and repeat-order business is the kind that pays.

Genasco Ready Roofing

brings repeat-orders.

It is made of Trinidad Lake Asphalt—Nature's perfect waterproofer, which makes Genasco last longer than any other roofing. It can't help giving solid satisfaction and building up permanent business for you.

We are doing our part in creating sales by continued advertising all over the country.

Are you doing your part to make it pay **you** by taking advantage of our help to dealers, and carrying a complete stock?

Write to-day for full information.



THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and large manufacturers of ready roofing in the world

PHILADELPHIA

NEW YORK

SAN FRANCISCO

CHICAGO

Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont.

D. H. Howden & Co., Limited, 200 York Street, London, Ont.

Mineral or smooth surface Genasco Roofings

Cross-section Genasco Smooth-surface Roofing



"Brantford" "Roofing"

FREE
A Series of Retail Ads

We have had a series of roofing advertisements prepared at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads. are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing," it's time you were. Better write for our proposition.

BRANTFORD ROOFING CO., Limited

::

BRANTFORD, CANADA

Winnipeg Agents: General Supply Co. of Canada, Limited, Market and Louise Sts.

Montreal Branch: 300 St. James St., Montreal, Que.



The Moorish Sidewall Register.

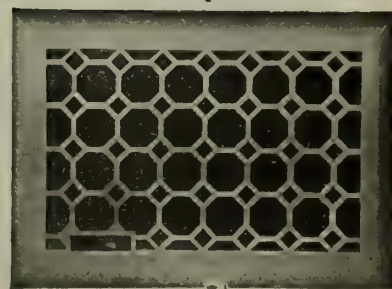
The Bull's Eye of Perfection

REGISTERS, FACES, BORDERS

"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

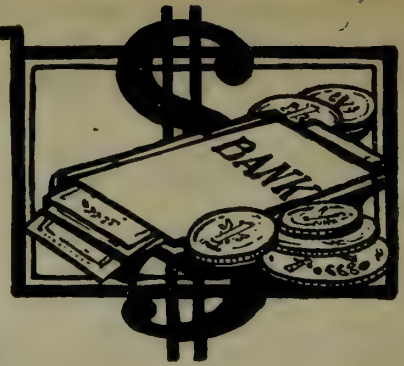
The Canadian Ferrosteeel Company
Bridgeburg - - - Ontario



The New Convex Reversible Water



**A Big Bag of
GAME
Equals Money in the
BANK**



THE SHOOTER of Dominion shells bags his game.

THE SELLER of Dominion shells makes a profit. Day after day he gains satisfied customers.

Are *you* one of the dealers who are enjoying some of these profits?

If not, why not?

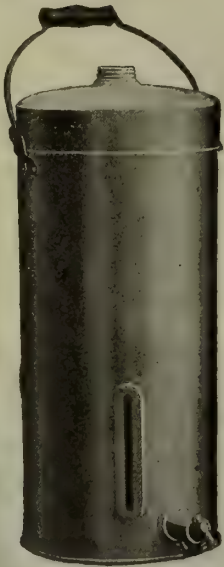
A new box free for every misfire of present product.

Dominion Cartridge Company, Ltd., Montreal.

Dominion
IMPROVED & PROVED
Ammunition

KEMP'S DAIRY SUPPLIES

are Popular Sellers Everywhere



Creamery Cans

with deep cover and strainer.

Supplied with Fast Key unless ordered otherwise.

No.	-	-	5	-	-	15
Inches	-	-	8½	-	-	8½
Quarts	-	-	12	-	-	20



Milk Strainer Pails

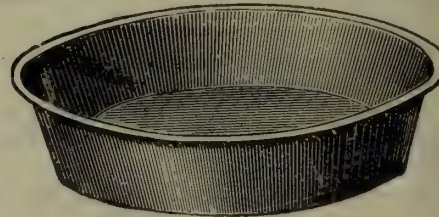
1.X. Dairy

Quarts	-	-	-	-	16
Case Lots, dozen	-	-	-	-	½

Milk Pans

Plain or Retinned

Made in all standard sizes from ¼-quart to 12-quart.



**PROMPT SHIPMENT
GUARANTEED**

**PRICES ON
APPLICATION**

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG, Man.

THE KEMP MFG. CO., of Montrea
39 St. Antoine Street, MONTREAL, Que.

Ninth Convention of B.C. Hardware Dealers' Assn

Successful Gathering at Vancouver—Condition of Hardware Trade in B.C. Indicated by the Fact That no Firm Has Failed or Compromised During the Past Seven Years—Largely Attended Banquet at Which Jobbers, Retailers, Travelers and Clerks Join in Good Fellowship.

(Reported by Hardware and Metal's Staff Correspondent and Delayed by Snow-slides.

Vancouver, March 4.—Enthusiasm and optimism were the prominent features of the ninth annual convention of the B. C. Hardware Dealers' Association, held in Vancouver, B. C., on March 3. The convention was very largely attended, and the great interest taken in the subjects discussed augured well for the future. It was easily shown that the association is constantly growing in strength and usefulness, and that the definite objects of the organization are being attained. Sessions were held in the morning and afternoon, with a banquet in the evening. The convention met in the Oddfellows' Hall, corner Pender and Hamilton Streets, at 11 a.m. The first order of business was the reading of the minutes of the last annual meeting, which were, on motion, confirmed. The delivery of the address of the president was attentively listened to. Mr. Stearman said:—

President's Address.

"Gentlemen: Allow me to thank you most heartily for the great honor you conferred upon me at our last convention by electing me to the presidency of this grand and ever-growing association. At this our ninth annual convention, we find a very marked change has come over our coast cities and province since the time of our organization. At that time the population of our fair city was in the neighborhood of 26,000, and real estate values, rents, salaries, etc., were likewise small compared with the conditions existing here at present, when we have a flourishing city of over 100,000 people, and our sister city, New Westminster, is also making very rapid strides towards being a more noticeable dot on the map. A great wave of prosperity has come over us, numerous railroads are striving to secure a share of the business here and manufacturers are now aroused to the importance of our position. The eyes of the world are upon us and we must look to the interests of our country as well as to business. The voice of our association must be progressive. Let us make our retail hardware association a tremendous success, and keep up the brotherhood among all our members.

Price-cutting is the greatest hindrance to the success of our association. Let us guard against it, no benefit is to be derived from it. When a customer makes the plea that he can buy for less elsewhere, advise him that we must live and let live, and the chances are that

you will receive his order. Remember that in cutting prices, it is not the price of the goods you cut, but it is your legitimate profit that you forfeit.

Neither is there benefit derived from clerks canvassing for orders at every excavation for a new building, as it tends towards strife between competitors, and besides it is doubtful if there is any increase of business from this source. Keep your clerks behind the counter, you will profit thereby.

In calling on all hardware stores in the city on Tuesday, accompanied by Mr. Martin, we found all the merchants prosperous and looking forward to greater success for the present year, and all fell into line with the association. So now let us work together, for work we must



H. T. KIRK, New Westminster,
Elected President of the B. C. Hardware Dealers' Assn.

to keep the machinery in operation, and I feel confident that this year more than ever our association will be profitable to all. We also found in our visit that the price-cutting, which had prevailed to such an extent between some firms a few months back had ceased.

Our much esteemed former president, Mr. Snell, in his address last year stated that the president should be a figure-head. You took him at his word, and you have had one pure and simple, but with the able and willing executive, it has been a great pleasure to fill the position of president, and I trust you will

elect a board of officers quite as efficient for my successor."

It was moved by Mr. Lusby, seconded by Mr. Martin, that the address be received and entered on the minutes.

Secretary's Report.

The report of the secretary-treasurer, W. Butt, showed that during the past year seven general meetings had been held, and a large number of committee meetings, with an average attendance of twenty. Seventeen hundred communications had been received and sent out. The expenditures were as follows: Postage, \$22.61; legal expenses, \$165; printing, \$39.50; secretary-treasurer, \$600; total, \$827.11. The auditors' report was that cash on hand was \$44, with cash in bank of \$32.70, less \$47.61 due Mr. Butt, leaving a net credit balance of \$19.09. These reports were received and adopted.

Mr. Owens gave a short report on the progress being made by the lien law committee, and on motion of Messrs. Roaf and McTaggart, a vote of thanks was tendered this committee for the able manner in which it had attended to this matter.

A communication was received from the Cunningham Hardware Co., New Westminster, stating their intention of withdrawing from the association. A committee, consisting of Messrs. Elliott and Mackenzie, was appointed to interview this firm, and see if it would not recall the latter.

Mr. Butt, who has acted as secretary-treasurer, tendered his resignation on the ground that with increase of his business he did not have sufficient time to attend to the many matters requiring attention.

Following, an application was read from W. W. Burke, applying for the position.

The resignation of Mr. Butt was accepted on motion of Messrs. Martin and Kirk, and a hearty vote of thanks was extended to him for the able way in which he had attended to the duties of the position, and the great personal interest he had taken in the association.

Although resigned, Mr. Butt acted as secretary during the remainder of the convention.

Election of Officers.

The election of officers was unanimous in every case, the new executive being as follows:

President, H. T. Kirk, New Westminster.

Vice-president, H. Martin, Vancouver.
Executive, George Blakeley (T. J.

Trapp, New Westminster); J. Lewis (Lewis & Sills, Vancouver); and J. Paine (Paine & McMullen, North Vancouver.)

Permanent price committee, W. C. Stearman, C. Snell and H. Martin.

Afternoon Session.

When the afternoon session opened, Mr. Stearman, after calling the meeting to order, resigned the chair to the newly elected president.

It was moved by Mr. Owens, seconded by Mr. Kirk, That the authorized repre-

sent as souvenirs to the members.

Messrs. Mathers and Snell were appointed a committee to interview the Paterson Manufacturing Company, which was selling paper, etc., to contractors and direct to consumers.

George Blakeley and W. G. Mackenzie were appointed a committee to wait upon Simson & Balkwill and invite them to become members of the association.

Most of the afternoon session was taken up with a general and informal discussion on prices. The list was gone over in detail, and changes that were considered necessary were made.

THE BANQUET.

The fourth annual banquet held in the evening at the Carlton Cafe was the best of its kind. Provision had been made for a large number, but more attended than was even expected, but it certainly was a case of "the more the merrier," and the evening was very pleasant for all concerned. Employees were there on invitation, and the fact that so many had come indicated the good feeling and co-operation that prevails between the employers and those who assist in making the businesses a success. Such bonhomie from the highest to the lowest in the shop is perhaps more noticeable in the West, where the worth of a man is what counts, and it was difficult on this occasion for a stranger to have told who were the bosses and who were not.

The new president, H. T. Kirk, was at the head of the long rows of table, while on his right was W. C. Stearman, the immediate past president, and on his left Harry Martin, the vice-president. J. H. Roaf, of Wood, Vallance & Leggatt, whose voice was second only to the fog siren manipulated at one of the far tables by a portion of the staff from McLennan & McFreely's acted as toastmaster, which position of honor he carried off very acceptably indeed.

The menu included all the good things of the season, and was not attacked with that avidity which might lead one to suspect that it was the first square meal that the boys had had for some time. In fact, the manner in which they enjoyed the good cheer provided indicated that prosperity was certainly with the trade and that it was nothing unusual to partake of oyster cocktails, chicken consomme, roast turkey and the many odds and ends that make such dishes palatable. It was like a large family affair, except perhaps that some of the boys were a little more noisy than they might have been under more formal circumstances.

After the "cafe noir"—twenty years ago the boys used to call it their little black coffee, but now it is nothing less than "cafe noir and fromage"—and the toast to the King has been honored, Matt Knight, who puts his pack on his back and takes the road to secure business for Wood, Vallance & Leggat, gave a song. Many there were who knew the pleasant tones of Matt's voice, but some one said it sounded better at Knight than in the day time and Matt had to come back with an encore. Then the president and past president and others who had sufficient courage endeavored to get the boys to the more serious part of the programme, that of listening to speeches. That's what the programme would have led one to believe, but the speeches were not formal, and everything passed off splendidly.

British Columbia Toasted.

With "British Columbia, past, present and future," Mr. Roaf coupled the names of R. F. Anderson, W. R. Owens and Ald. J. McTaggart. Mr. Anderson is a pioneer of 1886, the year of the fire, from which event all things count in Vancouver. There were not many hardware firms in those days, he said, and when he looked around and saw so many intelligent men and the evidences of prosperity, he could not help but think of the hard pull of the early days, when all the dealers could be counted on one's fingers, and realize what a wonderful change had come over the country. Hardwaremen and those who dealt in metals had a particular interest in British Columbia, because of its great metal and mineral resources. The coat of arms of British Columbia, he was sure, must include the big fir tree and the salmon, and it was the "salmon bellies," of New Westminster, who had brought fame to the west on the lacrosse field. Some hardwaremen present (C. Snell) had figured on that team, and "My friend Mackenzie is another who attained considerable prowess along that line." Looking back twenty years and seeing what was then and what was now, the future held out boundless hopes. The history of the past was centred around the C.P.R., and what development has taken place in the south of the



HARRY MARTIN, Vancouver, Vice-President of the B. C. Hardware Dealers' Assn., and Recently Traveler for H. S. Howland & Sons, Toronto.

sentative of the B.C. Hardware and Metal Association be allowed to attend, but not vote. Carried.

The executive was authorized to confer with W. W. Burke relative to his assuming the duties of the secretary-treasurer.

On motion of Messrs. Martin and Cunningham, it was decided that commencing with April 15 and continuing to October 1 all hardware stores in Vancouver and Victoria should continue closed from 12.30 in the afternoon until seven in the evening.

Moved by Mr. Paine, seconded by Mr. Bryson, That the president write to the publishers of Hardware and Metal, expressing the thanks and appreciation of this association for the great interest it has always shown in furthering the hardware trade and the objects of the association, in reporting conventions and in giving all the best news of interest to the trade in general, all of which has tended to the well-being of organization and the success of members; also that the editorial representative of Hardware and Metal at Vancouver be invited to attend the banquet of this association, as its guest.

Votes of thanks were passed to the retiring officers, and also to Henry Diss-ton & Sons, Philadelphia, for the handsome nickel plated trowel paper cutter and letter opener, samples of which were



W. J. BUTT, Vancouver, Retiring Secretary of the B. C. Hardware Dealers' Assn.

province will be duplicated in the north, where the G.T.P. is being built and along the line of the C.N.R. In closing, Mr. Anderson expressed the goodwill of the old-timers, who were glad to see the new-comers, who would gradually and in good time take over the care and responsibility.

"Good boy, Billy," was the greeting that W. R. Owens received, as he stood up and waited until the noise of the fog siren (one end called it noise and the other called it music) had ceased rattling the glasses. He spoke to the president of British Columbia, and he remarked that when he saw the creditable bunch about him, he was sure that they were able to make anything of the present that they wished. "What can we make of the present?" he asked. "We rep-



W. C. STEARMAN, Vancouver,
Retiring President of the B. C. Hardware Dealers' Assn.

resent one of the greatest and grandest businesses there are. Talk of real estate? It's like Halley's comet. It comes with a blaze and a long tail, but will soon pass away, but hardware would still remain. It is therefore up to us to build our businesses so that we will make sure of the future. By doing so, the future would take care of itself. You cannot show me one country that is so prosperous as British Columbia. We live under one of the grandest governments, with a climate unequalled, and we can take care of all that offers." The crowd evidently thought so, too.

Ald. McTaggart referred to the fact that the association had been in existence nine years, and that this was the fourth annual banquet, and the large attendance and enthusiasm indicated what the success had been. There was a quotation which he remembered from the dim days of childhood. In dealing with the future, Mr. McTaggart compared present progress from the standard of twenty years ago, and remarked that if such advancement had been made in the earlier years, what would it be in the days to come, when the population was greater, money was more plentiful and everything was going ahead faster. He quoted figures of the great coal, timber and agriculture resources of the prov-

ince, and commented on what their development meant.

George Grant gave one of his popular recitations, and his effort to please was greatly appreciated.

No Failure in Seven Years.

The president proposed the toast of "The B. C. Wholesale Hardware Association." He had a good word to say for the men themselves, whose equals were not in Canada, and also for their traveling salesmen, who were also a winning bunch. W. G. McKenzie, general manager of Wood, Vallance & Leggett, and Fred Wilson, of McLennan, McFeely & Co., replied.

After remarking on the harmonious character of the convention and the pleasure of the evening, Mr. Mackenzie said they were all on a plane, and that all were close together. Judging from the past and the present, there was equal division among the manufacturers, the jobbers and the merchants. He was pleased to be able to note that during the last seven years there had not been one failure or compromise in British Columbia. (Applause.) That was the benefit of organization, and the result would not have been so good had all not stood shoulder to shoulder. That was one thing that should be done, to meet together not for the detriment of the public, but to be fair to all concerned. There had been an increase in trade and an increase in profits accordingly. He did not believe so much in large profits, as a small margin and a quick turnover, and the greater the industry the greater would be the results. Speaking of the efficiency of the staff, he said that credit for industry had to be given to the staff, and he reminded the bosses that "a watched pot never boils." He favored giving clerks responsibility, and if they were not put in responsible places they would never put forth their best efforts. This applied to every house. Procrastination should not be in evidence. Get busy, he advised. Decide after full enquiry. Act promptly, anticipate your wants. Buy early, and do not be short of seasonable goods when the demand is in. Don't overstock. rather be short at the tail end of the season. Don't give the forward orders to outside houses and then expect the local jobbers to carry you at the finish. Don't get worried when the credit man asks for a settlement. It must be had some time. Pay with something else than good intentions. If one is of a sanguine temperament, discount it; if a pessimist, get out, so that others will not be contaminated. Be cheerful, and add to cheerfulness. Mr. Mackenzie pointed out that profits were essential to success. All should help the association along. call it organization or combination, if you will, but it was necessary. The big fish should not attempt to oust the little ones, lest they be crushed later on, but all should be considered. The other fellow should be given credit for good

intentions. He was sure that while the association had been a success and all had been building up good businesses the public had been done no harm. The larger ideas which were acted upon, the better success would attend the associations, wholesale and retail. In concluding, Mr. Mackenzie expressed himself heartily in accord with the objects of the retail association.

Fred Wilson said he was taking the place of Mr. Elliott, who was ill, and Mr. McLennan who had gone east. He briefly expressed the firm's appreciation of the pleasant relation which existed.

George Mathers, formerly representative for Davidson & Co., Montreal, but now a member of the firm of Martin. Findlayson & Mathers, successors to the George Hunter Hardware Co., gave a couple of songs in excellent voice.

Travelers Heard From.

With "The Visitors" were coupled the names of Carl Pendray, Victoria; "Father" Walsh, local manager of the British America Paint Co., and Mr. Dietrich, of Galt. Mr. Pendray and Mr. Dietrich were happy in their replies, the latter declaring it was an opportunity he had looked for for the past five years, while Mr. Walsh told some of his good yarns, and also proved that he was as much a boy as any of the crowd.

Dr. Welsh sang a couple of well-rendered songs.

"The travelers, like the poor are always with us," laughed Toastmaster Roaf, as he got his eye on Mr. White



CHAS. SNELL, Vancouver,
Member of the Price Committee of the
B. C. Hardware Dealers' Assn.

(McLennan, McFeely & Co.), Matt Knight (Wood, Vallance & Leggat) and Mr. Hill (Standard Varnish Co.), and called on them.

Mr. White gave as an excuse that he was making his first attempt at a speech, but got along very nicely in telling about

the changes from the old times, when the retailer had to make up his list and send it to the nearest jobbing house, to present when the traveling salesman was on hand with his samples.

Matt Knight told about things in California, where he has been for a time, and how the California Retail Hardware Association was the strongest on the coast. Things were got down fine, and they stuck close to the local jobber. Retailers had no idea how hard it was to keep up a wholesale stock on the Pacific Coast, and he suggested co-operation from the merchants in times of need.

Mr. Hill dwelt on the good points of organization which were effective in all parts of the United States and Canada to-day. He advocated adherence to prices and for the merchants to cut out special favors, and to subscribe and stay with the association and paper that protects the trade. His suggestions were delivered in good style and were well received.

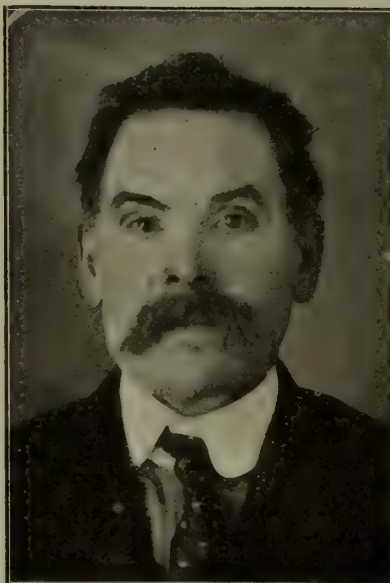
Kind Words for the Travelers.

"Our Association" was responded to by Vice-president Martin, who said that perhaps he could have handled that of "The Travelers" better, since his heart had been in that work for many years. He had the most pleasant recollections of the seven years he had called on the retail trade in British Columbia, and all the encomiums heaped on the merchants before his day (he now being one of them), were not any too strong. Coming to his subject, Mr. Martin said that the wholesale trade was very important, and without it the retailers could not do such a large or as profitable a business, as less stock could be carried and quicker turnovers were thus possible. He would welcome the employees, those able assistants who got down early and never quit until after six o'clock. He believed the most intelligent clerks in Canada were in the west, as it was only those with energy, pluck and determination, with a desire to get along, who pulled up stakes in the east, and had come out to make their fortune. He welcomed the travelers, those good fellows with lots of cigars and several good things up their sleeves with which to go a little better. But beneath the happy smile there was often a heavy heart, for orders had to be rushed if a job had to be held. There fore it behooved the merchants to at least treat the traveler decently. It did not cost anything to give him a smile, or a pleasant how-d'ye-do, with an invitation to call in to-morrow, if too busy at the time. A small order was better than nothing. A traveler's goodwill, too, was something, for if he met a man with a good thing, he would advise him to call on so-and-so, which would mean one having the latest in the trade. Mr. Martin referred to Mr. Mackenzie's statement that there had not been a failure for seven years, which was a great

record. Last year had been good, and 1910 was heralded as one of the best yet, and he did not think that any other place would benefit more than Vancouver and vicinity. He advised as an organization, to stand together, and follow out the precepts discussed at the convention, which would ensure a profitable year for all. He advocated being charitable to others in the trade, saying that the other man was not to be regarded as a thief, but that he was like one's self, trying to make an honest living as a respectable citizen. The merchant must have courage to put into effect the axioms of the convention, but then it had to be remembered that they were not banded together to bleed the public, only to get a just price. A little backbone was all that was required. He would like to see the spirit of the convention carried out.

B. C. Clerks Pick of the East.

Mr. Roaf had a good word to say for the employees, who were the men behind the price-list. It was the clerks who



GEORGE BLAKELEY, New Westminster,

One of the Executive Committee of the B. C. Hardware Dealers' Assn.

had to uphold the prices, and they did it loyally. He, too, declared that British Columbia merchants had the pick of the east. Many had gone into business for themselves out here, and the fact that they had succeeded indicated their quality. It had been noticed that the men who came direct from the east went back to the east for supplies, but the employee branching out into business for himself generally stayed with the local jobber.

H. T. Venn acknowledged the compliments and added a word, to say that the employees who came west got along better than in the cent belt, and had a good class of bosses to work for. He would do what he could to uphold the prices and stand by the association. Messrs.

McPhail, Kennedy, Kidd, W. R. Johnston and Alex McQuarrie had their names also coupled with this toast.

"Auld Lang Syne," sung with clasped by Burns Campbell.

"Auld Lang Syne," with clasped hands brought to a close one of the most successful annual gatherings of the trade ever held on the Coast.

ONTARIO EXECUTIVE TO MEET.

A meeting of the 1910 executive of the Ontario Retail Hardware and Stove Dealers' Association has been called for Good Friday, March 25, at 11 a.m., in the parlors of the Queen's Hotel, Toronto.

Various matters of business referred to the executive committee by the London convention will be discussed, and the year's work of the association outlined.

One of the important questions for consideration is the suggestion that the constitution be amended to allow retail hardwaremen from other provinces to join the association.

Another matter to be acted upon is the selection of a place for holding the sixth annual convention in February, 1911. The reception committee of the Toronto City Council were the first to make a bid, they offering the large St. Lawrence Arena, and later changing this to an offer to grant the free use of any suitable hall. Peterboro will also make a strong effort to land the convention, a deputation from the city council having offered the free use of the magnificent armories for an exhibit hall, and the assembly hall in the Collegiate institute, which adjoins the armories, for the convention meetings. The business committee of the Niagara Falls, Ont., council also have the matter in hand and may make an effort to land the 1912 convention, if Peterboro or Toronto is selected for the 1911 gathering. The success of the London convention makes the retail hardware convention a desirable event for any city to secure.

FARMERS PAYING BY CHEQUE.

The analysis of the employment of cheques and similar instruments of credit by farmers and laborers is one of the features of a report made public by the National Monetary Commission on "The Use of Credit Instruments in Payments in the United States."

The deposits in national banks by retail dealers on a selected date, showed that outside of reserve cities under the national banking law the retail deposits aggregated \$36,255,308, of which \$24,929,620, or 68.7 per cent., was in cheques.

An examination of retail deposits in five agricultural states, leaving out cities of more than 25,000 inhabitants, indicated that cheques are used more generally by farmers in making their payments than is sometimes supposed.

The Lighting Goods Dept. of a Hardware Store

The Development in Lighting Fixtures Makes the Lines Easy to Handle—They Bear a Fair Profit and Harmonize Well With Any General Display—The Advantage of a New Line—How the Inverted Gas Burner Helped a Merchant's Lighting Department—A New Portable Acetylene Lamp—Electrical Development on the Farms—A New Electrical Cow Milker.

Without overloading himself a merchant can make a good showing with the various lighting fixtures that are now upon the market. Within recent years a great improvement has taken place in these goods. The dull and heavy lines, which could not under any circumstances be made to harmonize in any scheme of interior display, have given place to attractive and fancy articles that are most pleasing. For instance, the old fashioned, uninteresting dull white globe has given place to artistic shades and globes for electricity, gas and oil. Even in this line alone there is a good profit, and the goods are clean and nice to handle.

Erected on a brass gas pipe with proper burners so that the globes and shades can be seen illuminated, a most pretty effect can be produced, especially if different colored glass is used. And not only this, but the effect helps the general illumination of the store—a very important consideration. An interior that is well illuminated is well advertised. The whole hardware stock gets a proper showing, while customers always ready to form conclusions, feel sure that from the brightness of the store, a great amount of business must be done.

The introduction of the inverted gas light broadened the scope, while if the merchant takes in electric fixtures, as he should do, a very comprehensive stock can be displayed. The merit of a lighting department is not sufficiently understood by merchants generally. The lines in many cases, instead of being displayed prominently, are hidden away. This is a mistake. Lighting goods, as we said, carry a fair profit, but they cannot sell themselves. Unless you let your customers know you are carrying lighting supplies they will buy them elsewhere. Another good point to a lighting goods department is that it attracts a new class of customers to the store. Every customer for a globe may mean a customer for an article of hardware.

Look Out for New Lines.

The development is so fast in all lighting goods that the hardware merchant should keep in touch with the latest novelties on the market. That does not mean to say that he should rush to order everything that is new, and so overload himself. But he can keep so informed that when a really good business bringer is introduced he is able to show one. We know of a case in point, when the inverted gas burner came on

the market. A hardware man was carrying some gas lines, but could not arouse the enthusiasm of his community in the fact. Seeing the selling power of the inverted light, he displayed a good assortment in his window, and had some of the burners illuminated at night. The, then, novelty of the light brought customers into the store, giving his lighting goods department a stimulation that it has never lost. There is no knowing when a new idea of this kind will strike the market, and bring good profit to the enterprising merchant. Especially is this the case with the electric lamps that are constantly being invented. There is no doubt that we are still but on the threshold of the electric lamp industry.

A New Acetylene Lamp.

In every direction this development is going on. The coal oil lamp of to-day with the different specialty burners to improve its illuminating powers, is a far different lamp from that formerly in use.

In acetylene, too, great progress has been made, and safe portable lamps using this gas are becoming more common. A new lamp, which is entirely self contained, for use in the house is being introduced on the market, and as it contains several novel features we publish a description, as showing the development going on. This lamp is made on the carbide-to-water principle. The lamp is automatic as long as it continues to burn, and the supply of carbide is maintained. There is a large water vessel at the base of the lamp, which gives at once stability and practically a ten hours service at one charging. The lamp proper is disconnected from this reservoir by means of a special form of locking joint, which is absolutely gas tight and at the same time allows the reservoir to be opened for rinsing and refilling without much trouble. To charge the lamp with carbide it is disjoined and turned upside down, and the carbide, in granulated form, introduced through a filling funnel, after which a stopper is put into place, and locked to make a secure joint. To start the lamp a button is pulled out, and this allows one charge of the carbide to drop into the water, the gas generation commences, the jet is lighted and regulated by means of a small screw after which subsequent feeding is automatic. The button previously mentioned is used also for stopping the feed of the carbide,

after which the flame dies out in a minute or less.

Electrical plants small and easily portable for use on farms are increasing with marked rapidity, and the hardwareman should study the trade that is growing up, for undoubtedly he is the best channel for disposing of those lines, which are not too heavy. Up-to-date farmers are relying more and more upon electricity for working their farms, and great development is in sight.

Electrical Cow Milker.

A new electrical cow-milking machine has been brought out. One machine can milk two cows, and one man can control five machines in operation, thus milking ten cows at one time. What this means to a farmer with a large dairy farm can be easily seen, while at the same time the process is much cleaner than by the old way. This cow-milker consists of two parts, one being the milk can or receptacle, and the second the milking machine. The milking machine consists of a cover which fits air-tight on the receptacle by means of a small rubber gasket. Mounted on the cover is a frame, pair of vacuum pumps and a pair of double valves. The pumps are operated through a crank shaft by a small electric motor of $\frac{1}{2}$ horse power. Operatively connected with the crank shaft is a drive, which puts the double valve into motion. On one side of the frame is a small vacuum gauge which indicates the degree of vacuum created in the can. Beneath the vacuum gauge is a needle valve by means of which the degree of vacuum desired to milk the cows can be exactly regulated. The double valve is equipped with a stop-cock on which is fastened a rubber tubing, a transparent and flexible connection with shut-off clippers to a pair of test cups carrying pneumatic cushions.

The pumps create vacuum in the can, which is indicated by the vacuum gauge. By means of an operative connection between the crank shaft and double valves, the latter will be in operation as soon as the crank shaft is in motion. The valve is so constructed that a hollow cylinder connects the vacuum created in the can with the test cup in one position, thereby drawing milk from the cow, and in the second position it breaks the vacuum and opens the air, thus destroying the vacuum in the teat cup and exposing same to the normal atmospheric pressure. After this operation is finished, suction is again applied and milk drawn and the operation as above described repeated. It can be readily seen that this so-called pulsating vacuum works on the same principle as a calf—sucking and then relieving in order to breathe and swallow the milk. The milk leaving the teat by force of the vacuum, is carried through a light rubber tube to the double valve and from there is discharged into the milk pail, being under vacuum and having no contact with the air whatever.

Clippings for the Hardware Merchant's Scrap Book

Good Ideas Taken from Trade Newspapers in all Parts of the World—Suggestions from Some Other Branches of Trade Which can be Adopted by Retail Hardwaremen—It Will Pay any Merchant to Keep a Properly Indexed Scrap Book.

THE WINDOW TRIMMER.

Speaking from a psychological point of view, the successful window trimmer of to-day should be endowed with the following faculties: Well developed imagination, inspiration, originality, color, balance, constructiveness, individuality and patience.

Imagination enables him to picture in his mind the work he wishes to do.

Inspiration enables him, after that start has been made, to place the various articles to be used in the exhibit where they will show to the best possible advantage. All this comes to the trimmer as he builds up his display, just as new ideas come to the mind of the artist as he paints his picture.

Through originality the trimmer makes a display that is distinctive in design and style and that does not show the earmarks of imitation.

Patience, and lots of it, enables the trimmer to carry to a successful conclusion many a tedious piece of work, that he would otherwise leave out of the display. Patience without doubt is one of the greatest assets a trimmer can possess.

Balance concerns the placing of articles used in the display so that the exhibit will not appear to be one-sided or topheavy at any particular point. A well balanced display is absolutely necessary at all times. A proper interpretation might be, "A place for everything and everything in its place."

The day is not far distant when a window trimmer, as he is now termed, must be something more than a mere trimmer. He must add the qualifications of a decorator. A color scheme of draping the bare walls of a window with either cloth or paper will tend to bring out the beauty of the exhibit and make it more attractive to the general public than the old style of trimming. Harmony in color is another valuable asset to possess.—World-Wide Publicity.

CLERKS AND THE STORE'S ADVERTISING.

The advertising of a store cannot be termed successful until some means is devised whereby the proprietor is certain that every person in his employ has read the store's advertisements before the business day has begun.

In order to do this all sorts of methods have been suggested, but perhaps the most plausible one is now being used by a certain large retail establishment. The proprietor of the store offers \$1 to the first employe who calls his attention to a mistake in the spelling, composition, or

grammatical construction of his daily advertisement.

The plan has been found to work wonderfully well, but whether it is imitated by you or not, the importance of getting up some idea that will bring your advertisements and your clerks together is obvious.—Shoe Retailer.

THE BUSY MERCHANT.

The merchant who is too busy to read a good trade paper is usually a poor manager, and poor managers usually fail in business, sooner or later. The success of nearly every business depends upon good management. Every department of the business should be properly organized and conducted with reference to the other departments, so that all departments will work together harmoniously and to the best possible advantage, and the business as a whole should be adapted to the external conditions that control or materially modify its destiny. The doing of these things requires the expenditure of much time and the use of a large quantity and variety of information that no merchant can acquire without reading a good trade paper.

Market conditions are continually changing, the art of displaying and otherwise advertising goods is subject to frequent improvement, the art of salesmanship is steadily progressing, and the art of bookkeeping is improving occasionally. The successful merchant must keep himself thoroughly posted on these changes in order to be able to profit by favorable market conditions and important improvements in business methods made by his progressive and successful competitors.—Trade Register.

KEEP A SCRAPBOOK.

Every advertiser, or writer of advertising ought to keep a scrap book of all his advertisements. It need not be a very fancy affair. If the advertisements are not large, the pages of the book need not be large.

A good book for the purpose, when large enough, is a memorandum or account book. Using such a book will enable one to make memoranda, at the side of, or below, the respective advertisements pasted in it, of the names of the publications in which they appeared, the dates, and what returns were traceable to them.

If desired, some of the pages of the book, as for instance every other page, can be removed to make room for the advertisements without having the book lose

too much of its shape. But that is a minor matter of detail.

A very useful book can be arranged simply according to dates, one after the other, or according to subjects and dates, publications in which used, or different styles.

The important thing is to keep the advertisements where they can be easily referred to and studied. By this means one can see what advertisements or classes of advertisements have been most successful. This will help materially in the preparation of new advertisements.

By this method principles can be deduced and special rules obtained for the construction of advertisements to suit one's peculiar article, business or environments.

It will also be found that some efforts that were regarded the most hopefully, and with, perhaps, pardonable pride, were failures, while others, less counted upon, were more successful.—Buyers Aid.

ROOFING PATENT DECISION.

It is now unlawful to use any colored, except by painting, "flexible weather-proof prepared roofings" other than that made by the Standard Paint Company, New York. This is the sum of a decision rendered on January 24, 1910, by Judge Ray, of the U.S. Circuit Court. The decision, about 10,000 words, is such a minute examination of the history of materials and processes that it is near to being a treatise on the art of roof-making. The two patents on colored Ruberoid, dated November 22, 1904, cover both the product and the processes by which it is made. Both of these general claims are upheld by Judge Ray as follows:

"The process pointed out in the patent which varies from the prior art was successful. The prior art was not. All the constituent elements of a product, a new article of manufacture, may be old, as of course these were, but this product as a complete article of manufacture was new, and it was better than any that had gone before. I think the evidence establishes that the first successful colored roofing upon the market was this colored Ruberoid made in accordance with the claims of the patents in suit. They are pleasing and attractive in appearance to those who desire a colored roof and who use a roofing of this character. They are popular and have an extensive and increasing sale. It is shown that these roofings are durable and serviceable, and that the coloring is permanent."

This Colored Roofing is also protected by patents in Canada by the Standard Paint Company of Canada, and manufactured by them at Montreal.

Business Methods of Canadian Hardwaremen

Hamilton Firm Encourages Employees to Become Shareholders
—Maple Syrup as a Side Line—Oakville Retailer Got Good
Order by Canvassing a Contractor—Branch Store at Brantford.

UNFAIRNESS IN THE TRADE.

Halifax, March 10.—“There can be no permanent benefit to any man in any undertaking unless that undertaking is fair to all parties concerned.”

This was a statement made by a merchant the other day, and it implies some good advice.

He maintained that if a manufacturer in selling goods to the wholesale trade gave one distributor an advantage over another he was doing something which was unfair and which could have no permanent advantages.

Also if a jobber in selling goods to the retail trade gave to one merchant an advantage that his “across-the-street” competitor did not receive, he claimed that that jobber was not acting squarely. The undertaking was not fair to all concerned and therefore he claimed there could be no permanent trade benefits in it, considering the trade as a whole.

Such a transaction gave to one person a preference a competitor did not receive, thus giving to the one selling advantages over the other. It meant loss of trade to the retailer who did not get the preference because he could not sell the article and make a fair profit.

The tendency was for him to eliminate that article from his selling list and substitute another. That meant loss to the jobber, he claimed, and therefore to the manufacturer.

EMPLOYEES AS SHAREHOLDERS.

Hamilton, March 16.—Considerably over one-quarter of the employees of the Stanley Mills Co., are now shareholders in the concern. The co-operative system whereby employees may become financially interested is being received with increased interest. During the coming year a plan will be worked out whereby a number of the preferred shareholders will be admitted to the directorate of the company. In his annual report, Stanley Mills, the president, stated that the actual business of the company since they moved into their present building was in excess of three and one-half millions.

CONDUCTING A BRANCH STORE.

Brantford, March 15.—To retain a strong grip on the trade which was largely increasing in the then newly developing east ward, some twelve years ago Howie & Feely, hardware dealers, Colborne Street, opened up a branch store in that section, at 430 Colborne Street. The venture, which was thought by many to be a rash one, owing to the then small population in that part, has proved highly successful, and has resulted in the firm retaining their old trade there, and adding many others, they being the first hardware store in the city to branch out into two stores.

“It is not necessary,” said Mr. Howie, “for us to maintain a large stock, nor a large staff of clerks. In fact, one clerk, our brightest member as a rule, is sufficient, and he keeps

the stock well assorted. For the bulk of the articles, the main store is used, and one delivery system is sufficient to cover the sales of the two stores.

“The system is largely a cash one, especially at the lower branch, but the bookkeeping is all done at the main office, thus doing away with any friction or duplication, and enabling one set of books to be kept for the two stores.”

A. T. W.

EVILS OF OVER-STOCKING.

Victoria, B.C., March 10.—“There are too many retailers to-day,” claims a local merchant, “suffering from too large a stock.

“A large stock,” he says, “is all right, of course, if the trade demands it; but as a general principle it is poor policy to overstock, even if prices seem particularly attractive. It is an easy matter for a dealer to allow a smooth salesman to overload him, and no matter if the dealer really knows that his trade will not warrant it, he finds it hard to resist the argument of price, when he should know better.

“The quick turning of stock, even at only a fair net profit, is one of the great requirements in the retail business. Figure it out. Take, for example \$10,000 invested in stock, turned over once a year with a net profit of 25 per cent.—that means \$2,500. One-fourth that amount, or \$2,500, turned four times a year at a net profit of only 20 per cent., would yield a profit of \$2,000, or four-fifths the amount returned by a capital four times as large, while interest at six per cent. on the difference in capital invested would bring the difference in the net returns very close together, the volume of business remaining the same.

“Then, the tying up of so much capital as is frequently invested in what is virtually dead stock often reveals that virtually dead stock often prevents a man from doing that which would add materially to his profits.

“Another advantage in favor of the smaller and better selected stock, to my mind, is the smaller space required and consequently smaller rental, less insurance premiums and smaller taxes, and a proportionately smaller risk all around. It requires a thorough knowledge of local business conditions, excellent judgment of goods and of the trade, a determination not to allow the salesman to unload on one a lot of unsalable stock, or too much of stock that would be salable if given time enough.

“In other words, it requires a man who knows his business thoroughly and who has the backbone to stand by what he knows to be his own best interests.”

MAPLE SYRUP AS A SIDE LINE.

Smith's Falls, March 15.—R. Hawkins, one of the local hardwaremen, has taken advantage of the sap season to turn over a few dollars profit on maple syrup as a sideline. His advertisement in the local papers last week read as follows:

We want to procure 75 gals. of maple syrup, and to do this we will make an exchange for sap spouts, buckets, gathering cans and all sugar makers' sundries.

We have a full line of these supplies, shop and factory made. Tin buckets, galvanized iron buckets, Warner and Eureka sap spouts, sap pans and gathering cans, sugar and syrup testers.

Call in and let us know what you want in supplies and how much syrup you can let us have.

P.S.—Bring in your leaky buckets to be repaired.

CANVASSING FOR TRADE.

Oakville, March 15.—Talking about methods of securing business J. N. McGregor, Oakville, agreed that it is necessary to go after it if a retailer is to hold his own and make progress against outside competition. For instance, Mr. McGregor one day heard that a Toronto contractor had begun work on the construction of a building in Oakville. He promptly visited the building and secured an interview. The contractor laughed at the suggestion that he buy his goods locally saying he could buy cheaper in Toronto. Mr. McGregor said he would lose nothing anyway by letting the local man submit prices and the contractor agreed to give a list of the goods he required. The result was that Mr. McGregor secured an opening order of \$96, and considerable future business.

W. W.

WATCHING THE SLOW PAYS.

Berlin, March 16.—A change will be made in the collection department of the Berlin Retail Merchants' Association, with a view to having the best results possible. The Guelph Association has placed their collection department in the hands of the Canadian Mercantile Agency, and on the invitation of President Hesseaur, of the Berlin Association, Mr. Vanderburg, their representative came down and addressed the members at their regular monthly meeting on the advantages of the system. After his address, a committee was appointed to investigate thoroughly into all details of the system, and report at the next meeting on April 12, which is also the annual meeting. The members were confident that the present system would be much improved if there was an officer placed in charge.

The clerk who watches the clock will never make a success.

Clerks should not loaf in front of the store. It obstructs the show window and is a poor advertisement for the business.

A clerk who isn't capable of selling any article in the store is not a full-fledged clerk, merely an assistant.

HARDWARE^A AND METAL^D

Established 1888

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JOHN BAYNE MACLEAN - President

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OUR SPRING SPECIAL NUMBER.

Hardware and Metal of March 26 will be the Annual Spring Number, an issue which is valued and kept by the trade because of its value as a trade directory and because of the educational character of the matter on the reading pages.

Practically every manufacturing and jobbing concern selling to the retail hardware trade in Canada have their spring announcements included in the Special Number, while the editorial matter is planned to give the most up-to-date suggestions regarding every phase of hardware retailing. Next week's issue, we feel confident in predicting, will excel all preceding efforts in the production of a volume which will find a place on each hardwareman's desk throughout the coming year.

Friday, March 25, is a holiday and as Hardware and Metal's mechanical staff has been working overtime for several weeks, no work will be done that day. It is probable, therefore, that the Spring Number will not be mailed to subscribers until after Easter. If such delay occurs we trust that the excellence of the issue will compensate for the annoyance subscribers are occasioned by not receiving "the hardwareman's Bible" (as Ex-President Hobson, of the Canadian Manufacturers' Association, termed Hardware and Metal) at its accustomed time.

B.C. HARDWARE CONVENTION.

The report of the ninth annual convention of the B.C. Hardware Dealers' Association, published in this issue, will make interesting reading for hardwaremen in every province in Canada. While the association has so far confined its efforts chiefly to the large coast cities, its success warrants an extension of the

organization, there being no reason Hardware and Metal can see to prevent the organization of several district associations in the interior of the province.

The greatest advantage gained from trade organization is from the good feeling created by coming together in monthly, quarterly or annual meetings and discussing matters of mutual benefit. The good spirit in evidence at the Vancouver convention is an illustration of the benefits derived from this phase of association work.

That no hardware firm in British Columbia, has, during the past seven years, made an assignment or a compromise with its creditors, speaks volumes for the condition of trade in that province, as well as being a token by which the quality of the men in the hardware trade in the Pacific province can be judged.

With successful retail hardware associations in British Columbia and Ontario, hardwaremen in other provinces should be stirred into action so that they, too, may enjoy the benefits of organization.

TAKING NO CHANCES.

Hardware and Metal hears of several cautious business men who, while believing that President Taft will find a way to avoid the declaration of a tariff war with Canada, are taking no chances, but are placing orders for stocks required from U.S. manufacturers during the next few weeks with instructions to make delivery at once to have the goods passed through the Customs before the U.S. maximum tariff and its complement, the surtax on U.S. products, are imposed.

Importers of U.S. sheet metals are also bringing in their requirements of sheets and plates before the dumping clause is put into operation on these articles on April 1, of which notice was given in January. The fact, however, that the Morrisburg sheet steel industry recently assigned and is in no position to supply the Canadian market, may cause the government to grant the many requests made that the imposition of the dumping clause be postponed indefinitely.

FAILURES IN CANADA.

Three-fourths of the 1,588 failures in Canada in 1909 were due to the faults of those failing, while four-fourths of the liabilities belonged to the same division, according to figures supplied by Bradstreet's. As regard the number of failures, the proportion is not materially different from 1908; but respecting the liabilities, it is to be noted that the proportion was 79.9 per cent. in 1909, against 86.8 per cent. in 1908. Incompetence and lack of capital represent a smaller portion of the total number of

the failures embraced in our data for 1909 than fell to them in 1908, while fraud, neglect and competition were larger in their effects. Lack of capital remains the leading source of trouble, with specific conditions second and incompetence third. The first mentioned cause produced 42 per cent. of the failures, and 43.3 per cent. of the liabilities; the second accounted for 22.4 per cent. of the failures and 18.4 per cent. of the liabilities, while to the third goes 15.7 per cent. of the number and 17.5 per cent. of the liabilities. Fraud, the fourth most detrimental cause, originated 7.8 per cent. of the failures and 5.9 per cent. of the liabilities in 1909.

Failures due to	Number 1909	Number 1908	Liabilities. 1909	Liabilities. 1908
Incompetence ..	15.7	18.2	17.5	15.6
Inexperience ..	2.9	2.8	6.7	2.2
Lack of capital ...	42.0	43.2	43.3	59.0
Unwise credits ...	1.2	1.0	2.5	1.0
Failures of others..	1.5	1.5	1.1	1.4
Extravagance ...	1.0	.4	1.0	.7
Neglect	3.9	3.2	2.4	2.3
Competition	1.2	.5	.6	.6
Specific conditions.	22.4	22.9	18.4	11.2
Speculation .....	.4	.5	.6	1.4
Fraud	7.8	5.8	5.9	4.6

WHY ONE MERCHANT FAILED.

A Toronto grocer gave up business this month. That is not unusual, but the reason why he sold out is: He had a well-built store on a fine corner, to which the trade of several hundred families should easily have been drawn. His store was the first in the district, being built four years ago before the section was built up. The stock was good, no credit was given, the window displays were the most attractive of any store in the neighborhood, and a neat wagon and fine horse were kept in a brick stable on the premises. Everything seemed favorable to success.

But there was one thing wrong—the store service — and it killed all the chances of building up a successful business. The grocer and those assisting him put no heart into their work. Customers were waited upon as a matter of duty rather than pleasure. There was no apparent effort to please, and one by one customers were driven to other stores where the clerks did not appear to be bored when asked to sell goods and where they would not hear the grocer and his wife passing unfavorable comments upon customers who had just left the store.

The success of a store depends upon many things, but a chain is no stronger than its weakest link and the weak link in this case was store service. Are there any weak links in your chain?

WILL THERE BE TARIFF WARFARE?

If one can judge from the despatches which are being sent from Washington by the special correspondents of the daily newspapers, a very acute stage has been reached in regard to tariff matters between Canada and the United States.

The United States undoubtedly wish to take advantage of the provisions of the Payne-Aldrich tariff to squeeze some concessions from Canada, but in the event of this country refusing to comply with this wish, we can scarcely conceive it to be possible that it will bring down upon us the provisions of the maximum clause of the tariff.

The Globe's special correspondent at Washington said a few days ago, "that the view of the President's advisers seems to be that the crisis might be averted if Canada offered even a short list of articles on the intermediate schedule now given to other countries." He also said that "They see no other possible escape from the application of the maximum tariff."

This is rather throwing the onus on Canada, and not only that, but, by implication at least, would tend to give the impression that the President of the United States, under the conditions as they exist to-day, has no alternative other than to apply against Canada the maximum tariff. The clause in the maximum tariff which is designed to govern the action of the President of the United States in regard to the matter declares in brief that the maximum tariff shall only be levied against the government of any foreign country which unduly discriminates against the United States or the products thereof.

It has not been proven that Canada unduly discriminates against the United States. At any rate it does not appear that the special commissioners whom President Taft sent to Ottawa made any such discovery. No official statement has yet been given out, but the little that has leaked out does not at any rate infer that they did. In fact, the New York Journal of Commerce and Commercial Bulletin, which had a special correspondent in Ottawa during the negotiations, declared that the United States delegates would unequivocally urge President Taft to tentatively, at any rate, accept any proposals which the Canadian Government may make and to leave the matter open for further discussion and for a larger scheme of adjustment.

A tariff war between the two countries would be a serious thing. Tariff wars,

like actual warfare, cannot be waged without injury to both parties. Those which have broken out between continental European countries in years gone by prove this.

While the onus for any such warfare cannot be accepted by Canada, if there is anything she can do to prevent it without sacrificing her principles or her dignity she should do so. The spirit of compromise is a good thing for nations as well as for individuals. But Canada cannot consider anything which would result in injury to any phase of her industrial life. Public opinion would not for one moment countenance it. Canadians have not yet forgotten the tariff treatment that has been accorded them and is still being accorded them by the United States, and they are in no mood to submit even to the appearance of dictation from that country.

If Canada had discriminated against the products of the United States the trade returns would certainly show it. For every \$2 worth of goods which we buy from them they in return only buy \$1 worth from us. And we are to-day their third best customer.

The average percentage of the duty collected on the \$180,000,000 worth of goods imported from the United States last year was 12½ per cent., which was only a small fraction of one per cent. higher than the average levied on goods imported from Great Britain, which of course enjoys a preference in our market. As the average duty on imports from all countries was 16½ per cent. it can readily be seen that the average rate levied on products from the United States is lower.

No less than \$80,500,000 of our imports from the United States last year were free of duty while from Great Britain the value of the free imports was only \$18,500,000. To put it in other words, of our total imports from the United States 57 per cent. were free and from Great Britain only 25.

It is a significant fact that Canada's importations from Great Britain since 1897, when the preference went into operation, have not grown as rapidly as have the importations from the United States. In the one instance the increase up to March 31st, 1909, was 58 per cent., while the increase in the importations from the United States during the same period was no less than 65 per cent. During the period of 13 years our imports from the United States have increased three-fold, while their purchases from us during that same period have scarcely doubled.

If any country has reason to complain it is Canada, and we can quote no less an

authority for saying this than the New York Journal of Commerce and Commercial Bulletin, the largest and probably the most influential daily financial and commercial paper in the world. In its issue of March 11th it made this significant statement: "Tariff war is what we have been inflicting upon Canada ever since 1890 and earlier. Every tariff since 1890, except the Wilson Act (and even that in certain particulars) has made it harder for Canada to do any business in the United States."

The so-called minimum tariff of the United States is after all but a subterfuge. It is, as the New York Journal of Commerce says, "nothing but the general tariff, and concedes nothing." If the worst comes to the worst and the United States is determined to levy the maximum tariff against this country, we shall have to make the best we can out of it. If the maximum goes into force against us there will be no alternative for us but to put into operation the surtax of 33 1-3 per cent. on the tariff, which for seven years was imposed on the importation* from Germany.

While tariff warfare between Canada and the United States is something that all right thinking men should deplore, and try to prevent, Canadians cannot forget that the tariff poison which the United States administered to Canada in the McKinley and Dingley tariffs proved a tonic to the industrial life of this country.

It is understood that President Taft is of the opinion that were it not for the treaty Canada has with France, which grants that and thirteen other countries favored nation treatment in this country, there would be no obstacle whatever in the way of exempting Canada from the operations of the maximum tariff. But the treaty with France was not designed to discriminate against the United States. It was negotiated some three years ago and was practically closed then, ratification only being suspended in order that certain little inequalities might be rectified. Canada as a self-respecting nation could not refuse to ratify the treaty at the eleventh hour because of a possibility that the United States would not look upon it with favor.

If President Taft is anxious to prevent tariff warfare with Canada, and it is said that he and his Cabinet are anxious to prevent this, he should not have to seek far for a reason for not putting the maximum tariff in operation. The leading men of the United States, business, professional and political, to say nothing of the strongest newspapers, would be at his back. It is to be hoped that these interests will be sufficiently strong to influence him in his ultimate action.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

—
Montreal.

Lead—Cut of 5c in domestic lead.

Paris Green—New list issued.

Toronto.

Paris Green—1910 prices out.

Cutlery—Advance of about 5 per cent. on Wostenholm makes.

Screw Hooks and Hinges—Advanced 10 per cent.

—
MONTREAL.

March 18.—Barring a slight cut of 5c per 100 lbs. in domestic lead, the markets have undergone no change this week. Both tin and copper reflected the weakness of the primary markets in large lots, but ordinary jobbing quotations held very well, and concessions were hard to get.

Trade is very good, and some heavy consignments are waiting the first inland boats. Barring these orders there is little booking ahead by the smaller user, and probably will not be until the primary markets show better feeling. There is plenty of metal on the market except in the case of lamb and flag, and the necessity of looking ahead therefore does not exist. The import iron trade is marking time until navigation opens, when great scenes of activity are expected. There is a good demand for plates and sheets, users of United States products hastening the shipping on account of the uncertainty as to the dumping clause.

Tin and copper in the London market have shown decided weakness. The speculative element could not stand the fall in copper over the unfavorable statistics, and with the bulls liquidating easier figures appeared. New York held well, however, tin seemingly being under strong control just at present. Copper felt the publication of the figures showing an increase in stocks as well as in production and sagged in New York as well as in London, but the latter market showed the heavier decline as was only to be expected from its speculative character. Staple markets are far from being in sight in either metal.

Record production is going on in the States in iron and steel, not on account of new business, but on old orders. New business is better, however, and prices are showing firmness. Cleveland warrants held well at 51 shillings and sixpence, and market conditions are more favorable.

Pig Iron—No important development in the pig iron situation has transpired. Conditions are the same as for some weeks past. Canadian furnaces are busy on old contracts, and new business is beginning to accumulate. Delivery has improved, however. There is a strong call for imported iron, and the stuff is getting on the short side. The opening of navigation is eagerly awaited. We quote Summerlee, \$21.50. Clarence, \$19. The iron and steel situation in the States, so far as new business is concerned, shows improvement, there being better buying and more inquiry. The railroads are also showing more activity. Production in both iron

and steel is enormous, and deliveries are improving. A strongly marked concerted spring buying movement has not yet developed, although inquiries are pointing that way.

Tin—The slump in the English market brought concessions locally for large lots, but ordinary jobbing quotations hold firmly. The shortage in lamb and flag, the good trade and promising inquiries, give a good tone to the market. Out of sympathy with the copper market tin weakened in London and upon this came some heavy selling by bull operators with the result that the market became very easy. Legitimate buying is on the dull side. New York tin is still held under strong control and although there is plenty of tin in sight prices did not follow so closely the English market as would otherwise be the case.

Copper—Copper felt the sagging in New York, but only in large lots. Ordinary jobbing buyers could get very little concession from the price that has been obtaining for some weeks. Business is reported good, and inquiries show that heavier legitimate buying is ready to come in when the time seems opportune. There is no doubt that the publication of the statistics as to copper came as an unwelcome blow to the holders in New York. Not only was there an increase in stocks for February of nearly 9 million pounds, but production was over 4 million pounds heavier than in January. It cannot be wondered that the market weakened and that London slumped. Still New York showed a good front. Considering everything the way prices are held is marvellous.

Spelter—No change is reported in spelter. The market is without any great feature. A very slight falling off is reported in London, but nothing worth commenting on. St. Louis declined a point or two, but producers are very confident of holding prices.

Lead—Beyond a cut of 5c per 100 lbs. in domestic lead the situation is unchanged. Buying is good, and inquiries are closer to the market. English prices have been holding very rigidly, and it is evident that better consumption has appeared.

Scrap—No change of importance is reported. Buying is on the quiet side. We quote: Copper and wire, 11½c; light copper bottoms, 10c; heavy red brass, 10c; light brass, 6½c; tea lead, 2½c; heavy lead, 2½c; No. 1 wrought iron, \$12; machinery cast scrap, No. 1, \$16; stove plate, \$12.50; miscellaneous steel, \$7.

—
TORONTO.

March 18.—With the exception of tin all the metals this week are showing great activity. Throughout iron and steel the good tone apparent for the past several weeks is still prominent. Sheets and plates of all kinds and gauges are particularly brisk, the demand at present being somewhat sensational. Stove manufacturers and makers of beds, children's carriages, etc., state they are finding difficulty in getting supplies of certain gauges of

plates as well as rods, angles and the smaller sizes of manufactured iron and steel trimmings entering into the make-up of their products.

Canadian smelters of iron ore are still unable to quote on orders for pig iron for early delivery, and buyers are waiting the opening of navigation to see if they cannot get imported iron at smaller figures than at present obtain, as it is almost as hard to get imported as domestic iron at present. In the U.S. while the situation does not look as bright as last fall, when orders were being turned down daily, the iron and steel industry is producing at a tremendous pace. Pig iron at present is being turned out at the rate of nearly 32,000,000 tons a year. Prices, too, are more equable in all districts. Both Canada and the U.S. are beginning to experience great demands for manufactured iron and steel lines, which demands are bound to increase as the season advances.

Pig Iron—Still active with a large and increasing business being done. The market is decidedly firm, but it is hardly believed that any increases will be made in quotations. Buyers are awaiting the opening of navigation when supplies are expected to be more free and when easier prices are hoped for. Canadian foundries are yet off the market so far as orders for early delivery are concerned. Summerlee ranges from \$23 to \$24; Middlesboro No. 3 and Cleveland, \$22; Glengarnock, \$23.50; Jarrow and No. 1 Clarence, \$21.75; and Canadian foundry, \$22.

Copper—While this metal continues active, and indeed is increasing in use, it seems impossible to obtain higher prices than those at present ruling. Every attempt to advance beyond 14c meets with dismal failure. For one thing production is running very high, and the opinion is general that copper prices are advanced enough. Ordinary lots of lake ingots are at 14½c, but casting ingots remain at 14c.

Tin—Since the middle of last week tin has shown a decline in outside markets, and since the beginning of the present week, the Toronto situation has been rickety. Just as we go to press, however, there is an apparent steadiness to the market, and the price is fluctuating between 34c and 35c, which is a deal easier than Saturday last. Tin is the least progressive of the metals just at present.

Lead—This metal is unchanged in price at \$3.75 for Trail and \$3.85 for imported. Demand is fair and growing.

Sheets and Plates—During the past ten days a very big demand has sprung up for all kinds of sheets and plates. Stocks locally are low and supplies on the way are extremely light. Makers are steadily falling behind in executing orders and delay is experienced in getting supplies. This has had the effect of diminishing the output of a number of factories and foundries making small carriages and wagons, beds, stoves, agricultural implements, etc. The higher

figures of last week continue to hold good.

Spelter—Steady and active with prices unchanged is yet the condition of spelter. The quotation is at \$6 for ordinary lots. The European total production was 543,646 tons, the principal producing countries being Belgium, 164,511 tons, Silesia 140,625 tons, Rhineland 79,152 tons, France 49,237 tons, United Kingdom 31,721 tons, and Holland 19,239. The American output was 239,478 tons. The outlook for 1910 is regarded as promising.

Old Materials—The present movement of old metals is fair and the outlook is good for increasing sales. Stocks are holding slightly, but are not overly great. Prices hold about the same figures as last week. Dealers paying for heavy copper and wire, 11 $\frac{3}{4}$; light copper bottoms, 10 $\frac{1}{2}$ c; heavy red brass, 10 $\frac{1}{2}$ c; heavy yellow brass, 8 $\frac{1}{4}$ c to 8 $\frac{1}{2}$ c; light brass, 6 $\frac{1}{2}$ c; tea lead, 2 $\frac{3}{4}$ c; heavy lead, 3c; scrap zinc, 4c; No. 1 wrought iron, \$11; machinery cast scrap, No. 1, \$15.50; stove plate, \$12; malleable, \$8, miscellaneous steel, \$6; old rubbers, 8c.

HARDWARE MARKETS

MONTREAL.

March 18.—Local weather conditions have not been favorable to trading, and as a result business around Montreal has not been so good as would otherwise have been the case. Orders, however, have shown improvement. The Northwest continues to develop promising spring movement, and looms up largely in the general shipments.

Booking is not a prominent feature of the trading, most of the orders being for immediate shipment, the bulk, however, is much larger than at this time last year. General hardware lines still show up most favorably with the seasonable goods, and orders continue to be of a good assorted character. Builders' hardware is a most noticeable feature of the movement, and an exceptional year promises. Housecleaning lines are also prominent. No important price change is announced, and altogether the markets are firm. It is reported that manufacturers in the States are not finding the spring movement panning out so well as they announced, and altogether the markets too much. A slight sagging in stove bolts is noticed across the border. Travelers are finding it rather hard to get about, but their reports continue to breathe great confidence.

Spring Lines—Local trade has had to contend with unfavorable weather conditions, and although it has been good, the probability is that some business has been kept back. The Northwest is buying freely, and for the moment seem to predominate in the shipping. General hardware lines are running a good race with the more seasonable goods, and orders are of an unusually good assorted character. Housecleaning lines are prominent as well as builders' hardware. Harvest tools are improving in the booking, while lawn goods, refrigerators, freezers, green wire cloth, screen doors, carpenters' tools are assuming spring proportions. Enamelware is shipping out well, especially in assorted lots to the Northwest. Prices are generally firm and unchanged.

Builders' Hardware—Builders' hardware is still one of the best movers. Orders are well assorted, and dealers evidently anticipate a heavy season. This is only natural from the good building

reports that are coming in from all directions. No price changes are reported, and we quote: Lock sets (inside), \$4 per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32 $\frac{1}{2}$ to 33c.

Bolts and Nuts—Orders for general assorted lots are coming in well, and the market is reported firm and unchanged. Stove bolts in the States are showing signs of weakening in price. We continue to quote: Discounts on carriage bolts $\frac{3}{8}$ and smaller, 66 2-3; machine bolts, $\frac{3}{8}$ and less, 61, 10 and 5; coach screws, 72 $\frac{1}{2}$; stove bolts, 80 and 7 $\frac{1}{2}$.

Miners' Supplies—Good assorted orders are coming in, and travelers in the mining districts state that heavy business is probable before long. No change in prices is reported, and we quote: Miners' picks, 16 $\frac{1}{2}$ c a pound; prospectors' hammers, 16 $\frac{1}{2}$ c; pick handles, \$1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3 $\frac{1}{2}$ c; drill steel, 8c.

Lumbermen's Supplies—The market is practically dead except for peaveys, pike poles and boot calks, for which, rush repeat orders are coming in. We quote: Ball calks, \$4; heel calks, \$4.25; peaveys, \$12 a dozen; pike poles, \$12 a dozen.

Wire—Wire lines are moving in better strength, but the market has not shown much life up to now. Prices are firm, and we quote: Barb wire, car lots, mixed, \$2.45; small lots, \$2.50; plain twist, car lots, \$2.75; small, \$2.80. Galvanized wire No. 1, \$2.25 in straight and mixed car lots, and \$2.30 small lots, f.o.b., Montreal. Coiled spring fencing, \$2.30 straight and mixed car lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO.

March 18.—The present volume of trade passing in hardware lines is great, and judging from the indications showing just now, this year should be equal to at least if not greater than last year from a business standpoint. Already manufacturers making iron and steel products such as tools, builders' hard-

ware and similar articles, and also makers who use manufactured metals as raw material for turning out their saleable articles, like stoves, beds, express wagons, agricultural implements, etc., are very busy, all running extra time and some of them night and day to get sufficient stock to meet orders being received.

This past week has seen a further improvement in trading over the previous one, and prices are again showing a firming-up tendency. Screw hooks and hinges went up 10 per cent. on Monday last, and during the week Wostenholm's cutlery advanced from 5 to 7 per cent. on all lines from A to Z. Some sash weights, too, have been marked at a higher figure.

The best moving lines are general spring goods, shovels, spades, fencing wire, builders' hardware and housecleaning goods, building paper and metals—sheets, plates, rods and tubes.

Spring Lines—General outdoor, farm and garden implements are moving extremely well just now. Ever since the beginning of March immense quantities of shovels and spades have been going forward. Some good deliveries of pitchforks, rakes, and hoes have been made as well, and fencing wire has been a first-class seller. An advance of 5 per cent. is announced in U.S. prices on shovels, scoops and pressed steel goods generally.

Builders' Hardware—This line is coming along well. Every week an improvement is noted. A great amount of building paper is moving to outside points at present, and Northern Ontario has been purchasing tin sheets and galvanized plates in large quantities. Metal roofings, ceilings and sidings, too, have been brisk. Sash weights of some makes have gone up and this class of goods are quoted at figures ranging from \$2.10 up to \$3 per hundred pounds for 1-lb. sectionals; with $\frac{1}{2}$ -lbs. from \$2.20 to \$3.50. Solids from 3 to 30 pounds are from \$1.55 to \$1.60. Locks are firm, but unchanged. Screw hooks and hinges have gone up 10 per cent., making the Toronto prices conform to the Montreal quotations of last week. Builders' tools are fair in demand.

Household Goods—Housecleaning articles particularly are active lines just at present. Tinware, enamelware and graniteware for kitchen use are moving in good volume and manufacturers are running their plants to the limit. Carpet sweepers, mops, tubs and pails, washing machines, etc., are being ordered in satisfactory quantities. Raisin seeders, coffee percolators, samovers, teapots and coffee grinders are being booked for fall as new goods.

Cutlery—There are general advances on all the Wostenholm cutlery lines ranging from 5 to 7 per cent. on all articles. These include blade jackknives, fancy pen-knives, budding knives, breakfast and other carvers, farriers' knives, desk knives, etc.

Sporting Goods—Baseball outfits and supplies are being displayed more freely

just now, and fishing tackle booking is in full swing. Automobile supplies are steady in movement. Booking is also in evidence in metallic ammunition lines, as prices which recently were reduced are predicted for an advance before the end of the year, probably when the shooting season is under way. Particularly is this said to apply to 22 rim fire cartridges of short and long gun and long rifle makes.

Heavy Goods—The toying with customs tariffs that is now going on has brought much concern to dealers handling manufactured iron and steel products. Just now there is a splendid demand for rods, tubes, and pipe, with bars quite fair. Screws are steady in demand, and wire nails are very prominent. Structural steel is inquired for.

U.S. METAL MARKET.

New York, March 16.—The Iron Age says: Betterment in the volume of business in finished materials has come in the past week, accompanied by a continuance of sporadic buying of pig iron at lower prices. While there has been one official expression from the car industry, to the effect that the extent of new business has been exaggerated, definite inquiries from the railroads are now pending in numbers sufficient to give distinct encouragement to plate and structural mills. In January and February the various steel companies shipped considerably more than they booked. In some lines March has brought new business at a rate close up to the rate of shipment. In seasonal products, particularly wire and wrought pipe, the movement has been noticeably better.

The bulk of pig iron buying is still by large interests, which are willing to supply a part of their needs for the third quarter and second half at the low prices they can command in the present interval of uncertainty. There are evidences that more pig iron has been bought for later months of the year than is commonly understood. The weight of current production of merchant iron upon the market is more apparent as general buying is delayed. In southern iron the weakness is more marked on early deliveries, while on forward contracts northern sellers seem equally willing to make concessions.

U.S. IRON TRADE.

Cleveland, March 17.—The Iron Trade Review says: With increased buying on the part of the railroads and other large consumers who have started preliminary work in connection with the spring construction and extension program, the iron and steel industry continues to show additional strength in practically all branches. Developments of the past week indicate that there will be a buying movement shortly in certain lines which were seriously affected by weather conditions.

Car shortages, especially in the Pittsburgh district, are causing some delay in shipments because of the heavy demand for finished material. While the situation has not reached a serious stage, consumers of sheets and tin plate are complaining of delays and further trouble from this source is expected with the opening of the lake navigation season. Makers of tin plate believe that 1910 will establish a new high record in the production of that product. The American Sheet & Tin Plate Co. started four additional mills this week and is now operating 189 out of a serviceable capacity of 235 hot tin plate mills, this being the largest number in operation at one time in nine months. The output of many of the sheet and tin plate plants is sold well into the third quarter.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

1910 Want Book—A useful volume for the hardwareman's office desk is the "1910 Want Book" issued by H. S. Howland, Sons & Co., Toronto. Inside the board covers are nearly 200 blank pages on which "want" memos may be jotted down. A single suggestion in the form of a cut of some hardware article is printed at the top of each page, and at the bottom is a one-line motto or proverb, such as "Do not trust to memory; jot it down," or something similar. A page of "suggestions" at the front of the book gives a number of hints useful when ordering goods, and some sage advice regarding insurance and letter orders are interesting chapters. A couple of pages at the back of the want book are devoted to some helpful postal information, in condensed form.

Hardware Chain Suggestions — The Standard Chain Co., Pittsburg, Pa., have issued a new catalogue containing illustrations and descriptive information relative to the many styles of chain manufactured at their several plants, which are scattered over Pennsylvania, Ohio, and Indiana. The first part of the catalogue is devoted to exterior and interior views of these plants, and the body of the catalogue is given over to descriptions of the products. All kinds of chain for all manner of purposes are shown, and a set of condensed tables gives much useful information regarding sizes, weights, tests, etc. Single and repair links are dealt with in a special section, and the whole 122 pages of the catalogue are full of interesting chain suggestions.

Anticorrosive Paints — Holzapfel's Ltd., manufacturers of anticorrosive and antifouling compositions, enamel paints and other paint specialties, Newcastle-on-Tyne, England, have created a Canad-

ian department and have appointed J. Lupini as manager. A representative of the company will visit Canada every year in an effort to develop business between the Dominion and the Old Country. The company have recently published some new literature dealing with their products, which are handled particularly by shiphandlers, shipowners and hardwaremen doing business with shipping, yachts, fishing-boats and users of anticorrosive paints for the protection of ironwork. "Lagoline" paints are one of the prominent lines, adapted specially for railway and shipping work, though of late the general public has been using these paints for many purposes, because they are quick-drying and set with a smooth enamel-like surface. To show the popularity of Holzapfel's composition the company have sent out a 56-page booklet containing the names of over 1,000 ocean-going vessels coated with their paints during the first six months of 1909, in all parts of the world.

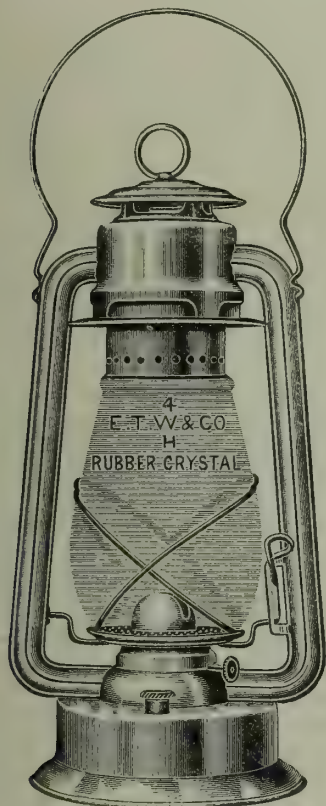
"The Hammer"—The Iver Johnson's Arms & Cycle Works, Fitchburg, Mass., publish a semi-monthly booklet called "The Hammer," containing illustrations and descriptive matter about their goods, for circulation among hardwaremen, sporting goods dealers and salesmen. The current number deals with the company's new firearms catalogue, just off the press, which describes in detail the new Iver Johnson safety automatic revolver. "Where the new ideas come from" is a chapter telling about the invention room at the plant, and a salesman story gives some suggestions in selling firearms. Specimen advertisements of firearms and bicycles offer ideas to hardwaremen handling these goods, and the last pages of the booklet contain descriptive articles on "the forging room," the 1910 bicycle, and the "champion" single-barrel shot gun.

Steel Step Ladders and Scaffolding—The 1910 catalogue published by H. B. Fuller, St. Paul, Minn., maker of all-steel adjustable scaffolding and all-steel step ladders, is devoted to a detailed description of these two lines. Of late there has been noted a general tendency to substitute steel for wood in making articles that have to withstand hard wear and long use, so H. B. Fuller is making a specialty in steel scaffolding and step ladders. These articles are adapted to a great variety of uses: the scaffolding for builders' decorators, factory use, etc., and the ladders around the home, shop, office and warehouse—in fact for all building trades and general purposes. The scaffolds are composed of two parts, trestles and beams, the former being telescopic and folding tripods. The all-steel step ladders are built on the same general lines of design as are wooden ladders and their claim to superiority is based on their strength, durability, light weight, rigidity, safety and economy. They are made in eight sizes, ranging from three feet to twelve feet.

NOVELTIES AND NEW GOODS

IMPROVED COLD BLAST LANTERN.

Although E. T. Wright & Co., Hamilton, have had 27 years' experience as lantern manufacturers, in the construction of their lanterns they have always adhered strictly to the old principle of the genuine cold blast construction. The present head of the firm, H. G. Wright, introduced and sold the first genuine cold blast tubular lantern in Canada in 1874—thirty-six years ago—and the lantern produced by his firm to-day is



1910 Pattern Lantern.

claimed to be the only Canadian lantern genuinely constructed on this principle. To burn perfectly a lantern must have a plentiful supply of oxygen, and this can be obtained only from the surrounding cold air, not from the hot vitiated air thrown off by the lantern itself. To insure a free influx of pure cold air the method of construction used in the original cold blast type has been found unrivalled, and for this reason E. T. Wright & Co. have left it unchanged.

The new improved 1910 pattern cold blast lantern which is being introduced to the Canadian trade this year has the old original cold blast idea as the basis, and the most modern ideas in construction of the working parts, making it an up-to-date lantern with a long record behind it. The accompanying illustration will show the attractive appearance of this lantern—an important matter to the salesman—and an enumeration of

its points of merit confirms what the makers claim for it.

The new lantern is constructed on the original cold blast idea with plenty of ventilation for pure, fresh, cold air to enter at the top. It has pressed tubes, double seamed on two sides, and reinforced with rib at front and back. A tube strengthened on four sides can hardly be dented. It is fitted with a patent locking device to keep handle erect when the lantern is placed on ground, or when it is necessary to reach up to hang it on a nail. The lift lever will raise the globe a full inch above the top of burner, a pressed collar, adding greatly to the appearance of the lantern, insures a perfect fit for the burner, while greater space is obtained, it acting as a reservoir for cold air supply from tubes. The oil well holds one-fifth more oil than the ordinary lantern well, the bottom of the well being convex-shaped. Therefore, if it is struck accidentally it will not spring up and put out the flame. Wires clasp the globe at sides, but project at the front and back as a protection. The globe is thus protected on all sides. It can be swung back and the burner removed to trim the wick, without removing from the globe holder and wires. The new lantern will be made in plain tin japanned, red enameled body and brass well, and with dash and reflector attachments.

Another new departure is the No. 22 cold blast lantern. This has an extra large well, containing sufficient oil to keep the lantern burning for forty consecutive hours without refilling.

SELL MORE CLIPPING MACHINES.

The severe winter has been the means of increasing the spring market for clipping machines in all sections. Horses have come out with a longer and heavier coat than usual and owners find it desirable to clip in almost every case. Stewart clipping machines have a good reputation among horse owners and farmers in Canada and dealers can sell



Stewart Horse Clipping Machine.

them readily. These machines are fully guaranteed by the makers and dealers and jobbers report that those put out here in former years have proved very satisfactory. All the leading jobbers of

Canada carry the Stewart machines regularly in stock and the early spring is the time to put in a stock of these machines.

AUTOMATIC VACUUM CLEANERS.

The Onward Manufacturing Co., Berlin, Ont., are meeting with encouraging success with their new automatic vacuum cleaner which they have introduced on the market in both hand and power styles. The "Automatic" is claimed to be the most powerful really portable vacuum machine built. It is constructed entirely of iron and aluminum and is both compact and light in weight. The power is supplied by a frictionless pump having a large diaphragm. The dust separator gets all the dirt by screening only 5 per cent. (instead of 100) thus reducing resistance so low that a child can



Automatic Vacuum Cleaner.

pump the hand machine, while a $\frac{1}{2}$ horse power motor is all that is required for the electric machine. The electric machine is built of aluminum and encased in mission oak cabinet, requiring only 14 x 16 inches of floor space. It can be rolled around over floors and rugs with ease. By moving the hose from the side to the bottom connection the action of the cleaner can be reversed and the dust blown from out of the way places where the suction tool will not reach. Machines are furnished with twelve feet of hose and seven different tools.

BANNER LANTERN FOR 1910.

When the Ontario Lantern & Lamp Co. added their patent positive automatic safety lock to their "Banner" cold blast lanterns, it was considered by many that this lantern was as near perfect as human ingenuity could make it. The makers, however, have been constantly experimenting during the past twelve months with the result that the new 1910 pattern "Banner" contains several improvements which they are asking dealers handling this class of goods to wait and see before ordering their 1910 stock.

HARDWARE TRADE GOSSIP

Ontario.

Douglas White, of G. A. White & Co., Trenton, is on a holiday trip to New York.

J. W. Walker, Belleville, has been absent from the store for a week or so on a holiday trip.

The Oshawa Steam & Gas Fittings Co. have changed their name to Fittings, Limited.

D. Ferguson, hardware merchant, Teeswater, is advertising his business for sale.

Morton & Owen, Campbellford, Ont., have dissolved partnership and E. Morton will continue the business.

Devine & McCarry, hardware merchants, Renfrew, have dissolved partnership. Devine & Legree are their successors.

Mrs. Main, wife of J. J. Main, manager of the Polson Iron Works, Toronto, died last week after a few hours' illness at her home in Toronto.

Peleg Howland, president of H. S. Howland, Sons & Co., Toronto, has gone to Cuba for a pleasure trip. He will be away several weeks.

McCurdy Bros. have sold their hardware business at Stratford to Ward & Son, of Brampton, who will take possession immediately.

H. S. Howland, Sons & Co., Toronto, have added to their office equipment a reception room for the accommodation of visitors calling at their warehouse.

T. N. Dunn, hardware merchant, Ingersoll, was married recently to Miss Brown, of Dereham, Rev. J. J. Brown, Tillsonburg, performing the ceremony.

Wilson, John & Co., dealers in stoves and tinware, Hamilton, have dissolved partnership. John Ross will continue the business under the name of The Ross Stove Co.

A. L. Woolf, representing the Canadian Tungsten Lamp Co., Hamilton, has returned from a trip to the Pacific coast, and reports the outlook very bright everywhere in the west, most merchants anticipating a banner year's trade.

Mayor F. A. Campbell, of Mitchell, has purchased W. J. Robinson's hardware business at Symington and Royce avenues, Toronto, and he will take possession next week. The business will be managed by his son, Hugh Campbell.

J. J. Foote, manager of the McClary Mfg. Co.'s Winnipeg warehouse, spent a day in Toronto early this week on his way back home from a visit to the London head office. He reports bumper business in the west and expects this fall to outdo the record established last year.

Christie Bros., West Toronto, who recently closed their branch store on College street in order to concentrate their Toronto business under one head, have taken a five year lease of the Cutts building, which they have occupied since they took over the Cutts stock a year ago.

M. C. Drew, manufacturer's agent,

Vancouver, is in Toronto this week. Mr. Drew has completed arrangements to act as representative in British Columbia for the Canadian Heating & Ventilating Co., Owen Sound, handling their "Empire" ranges and stoves, the "Joy" malleable, as well as the company's furnaces and registers. M. J. Christie, Owen Sound, was in Toronto on Thursday conferring with Mr. Drew.

Quebec.

LaCroix & Leger, hardwaremen, Montreal, have dissolved.

D. L. Meyers, of Stratford, Ont., has been on a visit to Montreal.

G. Paradis, Warwick, Que., was noticed in Montreal this week buying stock.

C. P. McDonald, Greenfield, Ont., was a caller on the Montreal hardware trade.

Francis R. Fee, of Fee Bros. & Co., Fasset, Que., was in Montreal this week on business.

John Robertson, of James Robertson Co., Montreal, is on a trip to the maritime provinces.

H. J. Gaisman, president of the Auto Strop Safety Razor Co., New York, is visiting Canadian headquarters at Montreal.

Lt.-Col. D. W. Lockerby, of Lockerby & McComb, Montreal, has again been elected president of the Caledonian Society of Montreal.

Alex Gibb, Montreal, paid a visit this week to the Meaford Wheelbarrow Co., Meaford, Ont., of which company he is a director.

The Standard Sanitary Manufacturing Company, Pittsburg, have entered action in Montreal for \$100,000 damages against the Standard Ideal Co., Port Hope.

J. A. Paquin, of St. Eustache; G. Parent, of Pointe Claire; J. B. Damour, Ste. Philomene, and Aime Lemieux, of Henryville, Que., have been callers on the Montreal hardware trade.

Western Canada.

G. T. Mitchell has started a hardware business at Baring, Sask.

Slough & Son, hardwaremen and furniture dealers, Granum, Alta., are succeeded by D. M. Leyden.

E. J. Daly's hardware store, Ernfold, Sask., was burnt to the ground last week. The store was a frame building and the loss may be about \$7,000.

Messrs. Lutz, Fletcher & King have purchased a tinsmith business at Lemberg, Sask. W. W. King, formerly of Wolseley, will look after the practical work of the firm.

The hardware business of W. S. Cosgrove, at Gleichen, Alta., in future will be conducted under the firm name of Cosgrove & Notter. The new firm contemplate many improvements, and will occupy the full block, part of which will be devoted to furniture.

Fire again visited Elk Lake, in the Nipissing district, on March 15 and did damage estimated at \$82,000. On Jan. 23 a disastrous fire burned a number of

stores, including E. W. McClung's hardware store. In this week's fire R. R. Wood's hardware store was burned with an estimated loss of \$3,000.

A. De Marchais, formerly with Carter Bros., Picton, Ont., has sold his plumbing and heating business in Red Deer, Alta., to become the representative in Alberta of the Waldron Company, Winnipeg. Mr. De Marchais has a practical knowledge of all branches of the heating business and should make a capable representative for the Winnipeg firm.

A. E. McKenzie, hardwareman, Moose Jaw, has moved into his new store on High Street. The store is up-to-date and is fitted with a splendid lighting system. It is 75 feet by 25 feet and has a full-sized basement. An elevator from the basement to the first floor is useful in handling large articles of hardware. A full front of glass provides accommodation for splendid window displays.

Maritime.

D. MacDougall has been appointed assistant general manager of the Dominion Iron & Steel Co., Sydney, N.S.

H. F. Pickard, hardwareman and grocer, Sackville, N.B., has sold his business to John Fillmore. Mr. Pickard has accepted a position as superintendent of The Sackville Freestone Co.

CANADA'S IMPORTS INCREASING.

The total imports of merchandise into Canada for the nine months ended December last, were valued at \$267,041,935, as against \$208,660,173. Metal imports increased from \$40,696,041 to \$57,898,888, made up principally of manufactures of iron and steel. India rubber imports were valued at \$3,951,858, against \$2,255,220; gunpowder and explosives, \$692,369, against \$794,210 (a decline); electric apparatus, \$2,702,227, against \$1,626,235; cordage, rope and twine, \$2,029,211, against \$1,627,895; and cement \$149,883, against \$458,101 (a decline); paints and colors, \$1,112,963, against \$950,985. With the exception of gunpowder and paints the great volume of the imports came from the United States. In gunpowder Great Britain sent \$464,898, against the United States' \$220,872; and in paints \$527,573, against \$450,358.

BUILDINK NOTES.

The contract for the erection of the warehouses of the International Harvester Co., Regina, was awarded to McGregor & Black, of that place.

Hon. William Templeman will erect a large office building at Victoria, B.C., to cost \$72,000.

C. J. Church, Vancouver, will erect an apartment house at that place to cost \$18,000.

A. Rosenthal & Sons will erect a large office building at Ottawa, to cost \$125,000.

Storey & Van Egmond are calling for tenders for the new store and apartment building to be erected by G. S. Wood, Regina. Tenders will close March 22.

The Municipal Light, Heat & Power Co., Hamiota, Man., will establish a

Condensed or "Want" Advertisements

AGENCIES WANTED

MANUFACTURERS' AGENT for western Canada can handle one or two good lines of builders' and railway supplies. Good railway connection. Box 99, **HARDWARE AND METAL**, 511 Union Bank, Winnipeg. (12)

BUSINESS CHANCES

EXPERIENCED HARDWARE SALESMAN, of good address, to take interest in old established Agency business in Winnipeg, Man. Capital not essential, but must furnish unquestionable references as to character, ability, and willingness to throw his whole energy into the work. Advertiser wishes eventually to retire from active business. An exceptional opportunity for the right man. Post Office Box 2947, Winnipeg. (10tf)

FOR SALE—Hardware and tin business, established over 50 years, now in fine running form. Turnover has exceeded \$50,000. A fortune maker. Probably \$1,500 stock. Suitable for two good men. Apply Box 967, **HARDWARE AND METAL**, Toronto. (13)

FOR SALE—General hardware and stove business in Ontario. Good farming district; two railways; stock and fixtures about \$4,500. Good reason for selling. Will sell at \$20c. on dollar cash. Box 957, **HARDWARE AND METAL**, Toronto. (13)

FOR SALE—Up-to-date hardware, furniture and undertaking business for sale in new Western town, two years old. 1908 turnover \$14,000; 1909 turnover \$23,000. Ill health reason for selling. Box 10, **HARDWARE AND METAL**, 511 Union Bank Building, Winnipeg. (10tf)

HARDWARE, FURNITURE, GRANITE DELF glassware. This total stock can be reduced to \$800. Main street booming city western Ontario. Apply Box 964, **HARDWARE AND METAL**, Toronto. (13)

LIVE HARDWARE BUSINESS for sale in progressive city of British Columbia, centre of unequaled fruit raising, farming, mining and lumbering country. C.P.R. divisional point with monthly railway and lumbering payrolls of \$215,000. Stock \$10,000, turnover, 1909, \$38,000. Excellent opportunity for hardware man after AI investment. Good reasons for selling. Box 971 **HARDWARE AND METAL**, Toronto. (14)

ARTICLES FOR SALE

FOR SALE—One 5-foot brake. Heavy iron frame. In good condition. Cheap. Box 963, **HARDWARE AND METAL**, Toronto. (13)

SET OF TINSHOP TOOLS FOR SALE, including 8-foot brake. A bargain for quick sale. Box 969, **HARDWARE AND METAL**, Toronto. (12)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware store, tools, fishing tackle, etc. First-class situation. Apply to 599 Wellington Street, between Congregation and Magdalen Streets Montreal.

HARDWARE BUSINESS FOR SALE in Toronto, carrying stock about \$1,000. Good opportunity for developing bicycle repair business. Right place for right man. Box 968, **HARDWARE AND METAL**, Toronto. (14)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

A BOON TO EVERY HARDWAREMAN—A perfectly reliable fountain pen is to be found in the Beaulieu "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thickness to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Company, Canadian Agents. Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are fire insurance experts. We can safeguard your interests and procure the lowest rates. Mitchell & Ryerson, Confederation Life Building, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J," which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this Continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont. (tf)

ERRORS AVOIDED, LABOR SAVED Using the Shouper or Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FASHION DECREES—Holland Linen correspondence stationery correct in style. It's beautiful writing surface most attractive. Envelopes to match. Fashionable sizes and colors. Visiting Cards, Invitation and At-Home Cabinets and Writing Tablets. Ask your stationer. W. J. Gage & Co., Ltd., Toronto.

FREE TEST—Prove our claim that "Klear Copy" Carbon gives the best, clearest, unsmudged copies of all typed matter at our expense. Send for sample package "K," free. Peerless Carbon and Ribbon Mfg. Co. of Canada, Limited, 180 Richmond St. West, Toronto. (tf)

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Halber Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Comp. Clark Co., Ltd., Toronto. (tf)

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THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

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WE ARE OFFERING A FEW SPECIAL BARGAINS in Remington and Smith Premier Typewriters. These are real bargains. The Monarch Typewriter Co., Ltd., 98 King Street West, Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writing Press Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our Safes you can rest at ease; no fire too hot for them to withstand. Vaults and Safes to meet every possible requirement. Write for catalogue "S." Goldie & McCulloch Co., Ltd., Galt, Ont.

725,000 live merchants use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

\$75 BUYS BEST DUPLICATING MACHINE. ACME prints anything a job printer can. Complete outfit: Acme Machine, stand with type cases, drawer for accessories, 20 lb. typewriter type, chase, Acme ribbon to match typewriter, pair tweezers, quills, key, set of galleys. Guaranteed. Acme Duplicator Co., Baltimore, Md., U.S.A. (tf)

SITUATIONS VACANT

EXPERIENCED HARDWARE CLERK WANTED. Must be good salesman and stock keeper. State experience and give references. J. A. Gilhuly, Arden, Manitoba. (15)

SUPERINTENDENT for stove foundry. Enquiries solicited in confidence from those with superintendent's or foreman's experience or from a store man with practical experience. Box 972, **HARDWARE AND METAL**, Toronto. (14)

WANTED—Two hardware clerks with three or four years' experience in hardware business. Apply in own handwriting, stating experience and salary expected. The Purdom Hardware Co., London, Ont. (12)

WANTED—Two first-class tinsmiths, one with knowledge of plumbing. The Geo. Taylor Hardware Co., New Lisheard, Ont. (13)

WANTED—Experienced traveler for hot water steam heating and plumbing supplies. Must be able to figure and draw up heating plans. Apply, stating salary and experience, to Manager The Gurney Standard Metal Co., Calgary, Alta. (16)

WANTED—Good builders' hardware salesman for western city. One capable of taking hardware from plans and giving estimates. Write, giving experience and salary expected. Apply Box 961, **HARDWARE AND METAL**, Toronto. (12)

WANTED—Experienced tinsmith. One who can take charge of tinshop. Figure on furnace work. State wages. One with knowledge of plumbing preferred. Apply Box 962, **HARDWARE AND METAL**, Toronto. (12)

WANTED—An up-to-date plumber and steamfitter, one who could estimate and lay out a job. State age, married or single, give references. None but a sober and industrious man need apply. Wages \$100 a month. No lost time to the right man. Apply W. J. Helliwell, Gurney Foundry Co., Winnipeg. (13)

SITUATIONS WANTED

SITUATION WANTED by experienced retail clerk. Good references. Apply Box 973, **HARDWARE AND METAL**, Toronto. (12)

SMART, energetic traveler, with 6 years' experience calling on Ontario hardware, implement and lumber trades, desires position with reliable firm. Box 955, **HARDWARE AND METAL**, Toronto. (19)

TRAVELER—Thoroughly connected with the hardware trade opening office in Toronto April 1st. Is open for proposition from one or two good houses. Would carry stock. Best references. Bond. Box 970, **HARDWARE AND METAL**, Toronto. (13)

Trade News from the Atlantic to the Pacific

**St. John Firm Ships Stoves to West Indies and South Africa—
Sugar Supplies Window Display at London—Building Activity
at Vancouver.**

ST. JOHN.

March 14.—James L. McAvity, proprietor of McLean, Holt & Co., manufacturers of stoves and castings and retail stove merchants, has been gazetted colonel of the 62nd Regiment, succeeding Col. M. B. Edwards, who has been retired to the reserve staff. Col. McAvity plans to put the regiment on a voluntary basis and make it one of the crack militia forces of the dominion. He also is arranging for the men in his command to take a trip to Boston during the coming summer.

The Sussex Mercantile Co., Sussex, has arranged to take over a store adjoining their present quarters and add it to their hardware branch.

The new woodworking factory which is to take the place of the one owned by A. E. Hamilton and destroyed by fire a few weeks ago is almost completed and Mr. Hamilton is again working on the contracts which were held up on account of the fire. The re-organized company has a capital of \$50,000.

Last week McLean, Holt & Co., shipped a consignment of stoves to the West Indies on the steamer Dahome. The previous week they shipped a stove to Western Africa. This would indicate that there is a market for Canadian stoves in these countries.

A number of local men are seriously considering a project for establishing an automobile factory in this city. It is claimed that such an industry could be made a success. Geo. Fleming, one of the proprietors of the Phoenix Foundry, is said to be one of the most active promoters of the scheme.

BRANTFORD.

March 15.—The fine weather of last week caused the sap to commence to rise in the trees, and as a result there was a good demand for sap pails, buckets, taps, etc.

Sanitary Inspector Glover is taking particular care this year to enforce the sanitary provisions in connection with the collection of garbage. This would indicate a renewed activity in the sale of garbage cans.

Galt council will place new metal street signs on all street corners, and will renumber all houses, the latter necessitating many new numbers.

The Down Draft Furnace Co., Galt, is running on double shifts, owing to the large number of orders received.

Local bicycle dealers report a boom in this line this year, and new machines are going out rapidly. Several motor-cycles have been purchased, and a number of automobiles have been contracted for.

LONDON.

March 16.—The sale of sap-rendering equipment doesn't amount to much,

hardware men say, but two or three dealers near Covent Garden market are after the business, such as it is. J. A. Brownlee, who has a big stove and tinware store opposite the market square on Talbot Street, has a striking window display this week. A small black pot is suspended over a little pile of firewood, a few miniature maple trees are scattered about the place, which is enclosed with wire fence. There is a neat little sugar shanty, and the earthy floor is composed of shorts. "Beware of the bear," says a little sign. The display is backed up by rows of sap pails, and large, flat sap pans are shown outside. The Gurney-Oxford Stove Store has a window full of sap pails in two shapes, with a couple of holes at the top, and a quantity of spigots. The pails are priced at 9½c each and the spigots at 10 cents per doz.

The Geo. White & Son Co. will spend \$50,000 on their plant in the east end. Permits have been issued for two buildings to cost \$40,000 and \$10,000.

The Dominion Office and Store Fitting Co. will erect an addition to its factory at the corner of Dundas and Patrick streets.

The city council will submit to the Middlesex county council a proposition for a new civic building to replace the present city hall and existing court house and jail.

ST. MARY'S

March 16.—Three St. Mary's school boys are charged with breaking into the stores of Parsons' Fair, and the St. Mary's Hardware, and taking guns, traps, cutlery, and other things. One of boys is in Stratford jail, the other two are out on bail of \$500 each.

On the night of Jan. 27 the St. Mary's hardware store was entered and certain articles stolen. Two or three nights afterwards a plate glass window was broken in the front of Parson's Fair, and a gun taken. The next night a window was broken at the rear of the same store and more guns, knives, and other things stolen. For a time, although a reward of \$25 had been offered, no trace of the wrongdoers could be found. A few weeks afterwards it began to be whispered about that a number of school boys were implicated, and last week two boys from the country who had been attending school in town were missing. Another boy, whose home is in town, and who is a chum of the other two, was taken into custody. The town boy's home was searched, and most of the missing goods were found, it is alleged, concealed in the attic. Some goods had been cached in a snow bank within a few feet of the back door of the stores. About two weeks afterwards they were removed, but an axe was overlooked, and

this circumstance gave the police the first clue.

The boy first arrested says the three had dreams of going to the Cobalt country to hunt and trap.

The lads are all of respectable parentage. Their action is doubtless the result of too much cheap novel reading.

VANCOUVER.

March 12.—The Canada Foundry Co., Toronto, is sending a large amount of steel to British Columbia for construction purposes. Eleven carloads are now on the way, considerable of this to go into the construction of the new eight-storey building to be erected by the Canada Life Assurance Company on the lot on Hastings street, adjoining the handsome stone structure of the Canadian Bank of Commerce. In addition, six carloads of steel are also to be sent here by the same company to be used in the new transmission towers to be erected by the B.C. Electric Railway Company on the banks of the Fraser river at New Westminster. These will be two in number and 190 feet above high water mark.

James H. Greenwood, South Vancouver, has patented a brake for all kinds of cars, which is very simple and easily applied. It has withstood several severe tests. In mines, it will be of especial advantage.

Walter Thomas, who for many years was manager of the Vancouver Gas Company, has patented his apparatus designed to heat one room in a house independent of others, and without putting on a fire in the furnace. It will also prevent over-heating of houses. The device applies to either hot air or hot water.

VICTORIA.

March 10.—The E. P. Charlton Co. have opened up a 15c store in one of the best business locations on Government St. They have displayed a lot of cheap enamelware and other lines that are every day necessities. In conversation with several hardware men, all of whom were of the same opinion, the fact was brought out that it was not because of selling at a low price that they opposed the Charlton Co., but owing to the very inferior class of goods sold they, to meet the price, would have to stock the same class of article and so would insure a general depreciation of quality from which it would be hard to recover.

The building returns are still on the increase. February leads the same period of last year by \$30,000, the figures for February being \$151,760. From present indications March will be a very heavy month, permits to the value of \$112,000 having been issued during the first two days, the major portion of this being \$75,000 for the "Times" building.

Alderman Humber has succeeded in having his resolution that a by-law be submitted to raise \$15,000 for the construction of three public conveniences adopted.

A three storey block, 160 feet by 60 feet is to be erected on Government St. by a Chinese firm. The cost will be \$30,000. W. B. C.

**Shure an' it was Saint Patherick's
Day Thursday an' how's your
stock of Graene Paint ?**

Stephens Paints

rival the green of Old Ireland in the hearts of its many users. It is the paint which is always demanded by the Western Consumer. Why? Because for twenty-eight years we have won and merited their confidence by square dealing, giving honest goods at honest prices.

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WINNIPEG

Branch at Calgary, Alberta.

Corrugated Iron

We make it—either painted or galvanized in 3, 4, 6, 8, 10 foot lengths. In 27½ inch or 33 inch widths.

Metal Siding and Shingles

Galvanized or painted, all weights.

SEND US YOUR ORDERS

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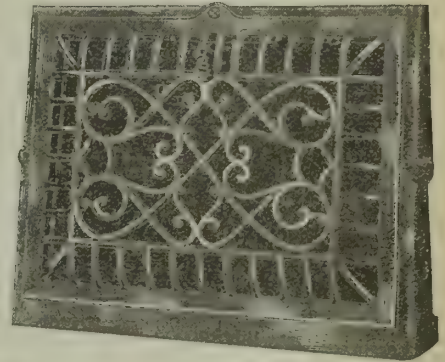
Winnipeg

Are you interested in any of the lines that are advertised ?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

ECONOMY SIDE WALL REGISTER



□ Is cast from original bronze patterns, is exceptionally **well finished and attractive.**

□ Face has large area, and being convex, offers **little resistance to passage of warm air currents.**

□ Face is attached to frame with **one set screw.**

□ Frame has flaring base, which permits of the use of a large, unobstructed box and supply pipe.

□ Is made in **standard sizes**, 7x10, 7x12, 8x13 and 10x13.

□ It will way you to get our prices before making up your season's supply of register boxes.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, March 17.—Although the local trade is inclined to be quiet just now, wholesalers and jobbers report business generally good. It is decidedly between seasons at present since the weather has the appearance of spring and the date is too early for a continued spell of such fine weather as we have been having.

Local merchants are decorating with spring and sporting goods this week, and at the same time selling shovels and ice picks as leading lines. Wholesalers are having a good run on screen doors and windows, wire cloth and harvest tools.

Building operations have begun in many sections of the country, but there will be much greater activity in this line next month. A recent listing of logging chains on a 30 p.c. duty has strengthened the market considerably. The advance has not been made since the trade is not heavy enough to warrant a change in price, but next season the prices will no doubt be higher than those quoted below. Poultry netting is moving well and may be higher if the demand continues.

Collections are reported to be fair, and merchants are laying broad plans for a heavy trade this coming season.

Winnipeg Quotations.

Wire—Barbed wire, 100 lbs., \$3.15; plain twist, \$3.40; staples, \$3.00; annealed wire, \$3 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Poultry Netting—57½ per cent.

Horseshoes—"M R M" and "Bell" iron. No. 0 to 1, \$4.50; No. 2 and larger, \$4.25; snowshoes, No. 0 to No. 1, \$4.75; No. 2 and larger, \$4.50; steel, No. 0 to 1, \$4.85; No. 2 and larger, \$4.60 feather-weight, \$6.

Horse Nails—"M R M" cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Wire Nails—\$2.80 Winnipeg and \$2.35 Fort William.

Cut Nails—\$3 per keg base; pressed spikes, \$3.50 base, usual extras.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Bolts—Carriage ½ and smaller, 65; 7-16 and larger, 55; machine, ½ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Rivets and Burrs—Iron rivets 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 31c; 10, 34c per lb.

Harvest Tools—50 and 5 p.c.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Blocks—Steel, 45; wood, 60 per cent.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Stove Pipes—6-inch, \$8.69; 7-inch, \$9.31.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Logging Chains.—5-16, \$5.60, ¾, \$5.50; 7-16, \$4.80.

Enamelware.—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Grindstones.—Per 100 lbs., \$1.65.

Wringers.—Royal Canadian, \$35; new easy, \$39.

Crowbars.—4½c per lb.

Steel Square.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize east-ern freights.

Solder—21c per lb.

Lanterns.—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Rope.—Sisal, 9¼; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Bar Iron.—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Pig Lead.—\$5. Lead pipe, \$6.

Sheet Zinc.—Casks, \$7.75; broken lots, \$8.50.

Copper.—Planished copper, 33½c per lb.; tinned, 24c.

Iron Pipe—Black pipe, ¼ in., \$2.45; ⅜ in., \$2.85; ½ in., \$3.50; ¾ in., \$4.25; 1 in., \$6.10; 1¼ in., \$8.30; 1½ in., \$10; 2 in., \$13.30; 2½ in., \$21.75; 3 in., \$28.60; 4 in., \$40.75; 5 in., \$50; 6 in., \$65. Galvanized: ¼ in., \$3.50; ⅜ in., \$3.85; ½ in., \$4.25; ¾ in., \$5.50; 1 in., \$7.90; 1¼

in., \$10; 1½ in., \$13.20; 2 in., \$17.60; 2½ in., \$29.

Fittings.—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Galvanized Iron—Appolo, 16 gauge, \$3.65; 18, \$3.70; 20, \$3.75; 22 and 24, \$3.85; 26, \$4.05; 28, \$4.45; 30-gauge or 10½-oz., \$4.65; Queen's Head, 20, \$3.85; 24, \$4.05; 26, \$4.45; 28, \$4.65.

Tin Plates—I.C. charcoal 20 x 28 full box, \$9; ½ box, \$4.75; IX. full box, \$11, ½ box, \$5.75; IXX. full box, \$13.50; ½ box, \$7.

Terne Plates—I.C. plates, \$8.50.

Canada Plates—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40, full polish 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline 24c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; Red Rose, 25½c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c-25c; acme lamp, 30c; White Lily 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils—White lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3; 100 pound drums, \$2.75; turpentine, bbl. lots 90c per gal.; linseed oil, raw, 90c; boiled, 3c per gal. advance on this price.

Gunpowder—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof do., \$8; honker in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins (50 lbs. bulk), per tin, \$26.50.

HARDWARE TRADE PATENTS.

The following is a list of Canadian patents issued on March 1, relating to hardware and metal, and furnished by Fetherstonhaugh & Co., Ottawa,

124077. J. D. Weaver, Jacksonville, Ill., spirit levels.

124087. C. M. Lamoureux, Clarence Creek, Ont., tools for setting.

124093. H. Warithoz, Brussels, Belgium, incandescent oil lamps.

124095. Wm. Thompson, Kalamazoo, manifolds for gas stoves (Gurney Foundry Co., Toronto.).

124096. W. H. Yost, Montreal, pipes.

124104. G. Amborn, New York, spanner wrenches (J. H. Williams & Co.).

124111. Wm. E. Holder and R. Sampson, Montreal, hot-plates for stoves.

124117. J. H. Blair, Quebec, cleaning rods for firearms.

124124. F. M. Cleaton, Goldfield Iowa, net weight scale beams.

124125. R. E. Cleaton, Apple Hill, Ont., rail spikes.

124143. J. Hartness, Springfield, Vt., metal turning tools.

124145. D. G. Hennick, Mitchell, Ont., automatic firearms.

124193. E. Skedden, Hamilton, rifles.

124197. C. Swanson, Upper Alton, Ill., nail and spike pullers.

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PAINTS (READY MIXED
(AND IN PASTE)
DRY COLOURS
DISTEMPERS, VARNISHES, Etc.

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BECAUSE!!

We are makers of nearly one hundred years' experience; and know that we can compete

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LTD.**

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CONTRACTORS TO

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To save time, please send samples to match and fullest particulars.

**Jardine Universal Ratchet
Clamp Drill**

Used in factories of all kinds for hurried machine repairs. All machine shops and railway shops should have it. Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description

A. B. JARDINE & COMPANY
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WISE dealers stock nothing but the best and purest linseed oil. They know that in the mixing and thinning of paints a superior quality of linseed oil must be used in order to produce the most satisfactory results.

If you keep in stock a high-quality oil as well as high-quality paints, you may be assured that your customers will be satisfied. But if you sell them poor oil it may lead them to condemn your paints as well, even though they be of the best quality.

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SCREW PRESS LINSEED OIL**

is the highest grade oil that it is possible to make. It is made from the best Northwestern No. 1 flaxseed. All the seed is re-cleaned by us before it is used. It is pressed at a lower temperature than is the custom of most manufacturers, thus leaving "in the cake" all mucilaginous matter which usually finds its way into the oil. Sherwin-Williams Oil is filtered in hydraulic presses and then aged in steel storage tanks until it is clear and brilliant and free from sediment. Pure Linseed Oil is one of the principal ingredients used in mixing paints and varnishes. High-quality paints and varnishes cannot be made without the use of high-quality linseed oil. Your trade should be assured of obtaining from you not only a high-grade paint but a high-grade oil as well. Buy now.



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MAKERS OF PAINTS AND VARNISHES

CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B.C.

880



"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



Our Facilities for Making

Show Cases, Store Fronts, Special Cases, Fixtures, etc.

enable us to turn out this class of work promptly at moderate prices. Attractive and durable designs to offer you—they will help sell your goods.

Write us your wants and we will be pleased to quote.

The Winnipeg Paint and Glass Co., Limited
EDMONTON WINNIPEG
THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Holland Varnish Co. will erect a new factory at Montreal.

The Great West Saddlery Co. will erect a factory at St. John, N.B.

Lever Bros., Toronto, will build an addition to their factory at that place, to cost \$17,000.

The Dominion Office & Store Fitting Co. will erect an addition to their factory, at London.

Work on the Port Arthur Steel & Wagon Works plant will soon be started. It will have a big foundry attached.

The Bergmann Electrical Works, of Berlin, Germany, are considering the location of a branch industry at Montreal.

The Dominion Iron & Steel Co., Sydney, will at once commence work on the sinking of two slopes on the areas of the Cumberland Railway & Coal Co.

The Rhodes-Curry Co., Amherst, have just completed their contract of 500 box cars for the G.T.R. They will shortly begin work on a contract for the C.N.R.

The contract for the construction of the Western Dry-dock and Shipbuilding Co.'s plant, Port Arthur, Ont., has been awarded to the Canadian Stewart Co., of that city. The cost of the whole will be upwards of \$1,000,000. The company has the assurance of two big steel freighters to build when the plant is completed.

Municipal Undertakings.

Contracts for five sewers were awarded to the York County Paving Co., by the City of Toronto.

The Hamilton city engineer reports that the total cost of the sewers required in the east end annex is \$160,000.

The Farwell Foundry Co., Berlin, were awarded the contract for the supply of waterworks extension boxes for Hamilton.

The following by-laws will be voted on at Regina, Sask.: sewerage and waterworks extensions, \$10,000; exhibition buildings, \$25,000; market house, \$16,000.

The municipality of High River, Alta., will apply to the Provincial Government for power to borrow \$125,000, required for the construction of waterworks and sewerage systems.

Tenders addressed to the chairman of the Winnipeg Board of Control will be received until April 4, for supply of cast iron water pipe, valves and hydrants for extension of the waterworks system.

F. W. Murdock, city engineer, of St. John, has been instructed to prepare plans and estimates of cost for the renewal of pipes in the water distribution

system. He will also prepare a report on the matter of additional hydrants.

Public Buildings.

A new high school will be erected at Victoria.

Two new school houses will be erected at Kildonan, Man.

A new registry office will be built at North Perth, Ont.

Presbyterians will erect a new church at Outremont, Que.

A new Anglican church will be erected at North Vancouver.

Berlin ratepayers will vote on a \$5,000 hospital by-law.

A new collegiate institute will be erected at Hamilton.

Alterations will be made to the city hall, at Prince Albert.

A new north wing will be added to Osgoode Hall, Toronto.

The Winnipeg school board will erect a school to cost \$80,000.

A new and up-to-date opera house will be erected at Brockville, Ont.

An isolation hospital will be erected at Peterboro to cost about \$12,000.

An armory to cost \$10,000 will be built at Prince Albert, Sask.

The C.P.R. will erect a new station at Red Deer, Alta., to cost \$20,000.

The Church of the Epiphany to be erected at Toronto will cost \$40,000.

Tenders are being called for the erection of a school building at Fonthill, Ont.

A new armory and post office will be erected at Strathcona, Alta., to cost \$200,000.

Victoria, B.C., ratepayers will be called upon to consider the question of a new city hall.

The contract for a new school at Stratford has been awarded to Wilson & Wilson for \$68,000.

The contract for constructing the new Logan Avenue school, at Toronto, has been given to Lucas Bros., for \$25,837.

Wilson & Wilson, of Regina, were awarded the contract for the new public school at that place, to cost \$68,750.

New tenders in a modified form will be called for the construction of an addition to the Hull, Que., corporation power house because recent tenders were too high.

The ratepayers of Saskatoon will vote on the following by-laws: \$100,000, hospital; \$9,000, collegiate institute; \$21,000 for completing civic hospital and buildings for fair purposes.

The City of Winnipeg is making an application to legislature for an amendment to the charter, so that \$500,000 may be raised for hospital and morgue purposes.

General Building.

The Oblate Fathers will build a printing office at Winnipeg.

Bert. Stringer will erect a warehouse at Calgary to cost \$30,000.

J. E. Annable will erect a new business block at Nelson, B. C.

The Presbyterians purpose building a new manse at Rothsay, Ont.

J. B. Shaw will erect an apartment house at Regina to cost \$25,000.

Plans are being prepared for a new C.P.R. hotel at Fort William, Ont.

M. Le Page will erect an apartment house at Winnipeg to cost \$18,000.

The Dodge Manufacturing Co., West Toronto, will erect a new warehouse.

The Kilgour-Reiner Co. will erect a warehouse at Winnipeg to cost \$21,000.

T. Eaton Co. will erect an addition to their store at Toronto to cost \$57,000.

The T. Eaton Co. will add an additional storey to their department store at Winnipeg.

An office building will be erected on the Baner block, Vancouver, to cost \$225,000.

The Urban Mutual Insurance Co. will erect an office building at Portage la Prairie.

Worswick Bros., contractors and builders, of Elmwood, will build several fine residences at Winnipeg.

Mason & McLeod will erect an apartment house at Vancouver to cost \$80,000. Another apartment house will be erected by G. King at that place to cost \$25,000.

The following building permits have been issued at Winnipeg, J. C. Chapman, three houses, \$11,400; T. H. Tremblay, dwelling, \$6,000; J. C. Hicks, nine dwellings, \$18,000.

The following building permits have been issued at Victoria recently: Taylor Mills Co., a dry kiln and boiler house, \$3,500; J. Maynard, two dwelling, \$2,500 each; H. Calwell, dwelling, \$5,000; Mrs. McLellan, dwelling, \$2,600.

Recent permits issued at Vancouver include:—Mrs. G. R. Maxwell, \$4,500; G. Coulson, \$2,600; Capt. French, a six storey warehouse, \$24,000; Mr. H. G. Elliott, apartment house, \$16,000; W. Cook & Co., \$2,000; J. Ferguson, \$4,500; Brackman-Ker Co., C.P.R. reserve, \$3,000; W. Cooke, \$2,000; Bacon & Mugford, \$3,000.

New Companies.

Bebmina Consolidated Asbestos Co., Montreal; capital, \$2,600,000; to mine, manufacture and deal in asbestos. Incorporators, W. L. Bond, J. J. Meagher, J. E. Coulin, Montreal.

The Glidden Varnish Co., Toronto; capital \$100,000; to manufacture and deal in varnishes, stains and paints, etc. Incorporators, W. S. Edwards, J. F. McCarthy and J. Parker, Toronto.

Dominion Explosives, Ltd., Ottawa; capital, \$99,000; to manufacture and deal in explosives, powder, and ammunition of all kinds. Incorporators, J. Tamsden, N. Ross, H. G. Nicoll, Ottawa.

The Wabi Iron Works Co., New Liskeard, Ont.; capital \$40,000; to carry on a general foundry and machine shop business and to manufacture and deal in iron, steel and metal, etc. Incorporators, F. L. Hutchinson, A. W. Summers, S. Greenwood, New Liskeard.

Dominion Cement Co., Montreal; capital, \$5,000,000; to mine, manufacture and deal in cement, stone, sand, plaster and all minerals, metals, earths, etc. Incorporators, E. C. Eckel, Washington, U.S.A., G. W. MacDougall, F. Macfarlane, C. A. Page, Montreal.

**"CARRON"
"AYRESOME"
"CLARENCE"
PIG IRON**

Prompt Shipments.
Finest Quality.

A. G. LESLIE & CO.,
MONTREAL LIMITED

NICKEL

The Canadian Copper Co.

**NICKEL FOR
NICKEL STEEL**

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

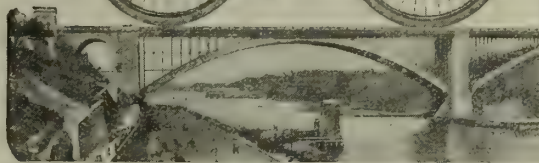
**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**
and SIEMENS-MARTIN
OPEN HEARTH STEEL

IVER JOHNSON

TRUST
THE
TRUSS



**Truss Bridge
BICYCLE
WITH SPRING FORK**

The value of the truss as a factor for strength and rigidity is exemplified by its employment in bridge construction. The truss is generally regarded as the most scientific means of supporting weight between piers, as it stiffens under pressure.

The truss in the frame of the Iver Johnson gives added strength and rigidity. It holds the frame absolutely rigid and in perfect alignment. The elimination of jolts is accomplished—consequently the Iver Johnson is wonderfully strong and easy-running. The new spring fork absorbs vibration from the hub and makes all roads seem smooth.

Write for Catalogue and Dealer's Proposition

This is worth looking into if you want to make good money on a good proposition. Dealers generally agree that Iver Johnson is the best seller on the market.

IVER JOHNSON'S ARMS & CYCLE WORKS

Manufacturers of Iver Johnson Revolvers ("Hammer the Hammer") and Single Barrel Shotguns
Factory and General Offices, 330 River Street, Fitchburg, Mass. New York, 99 Chambers St.
Pacific Coast Distributors, Baker & Hamilton, San Francisco, Cal.
Southern Selling Agents, Henry Keidel & Co., Baltimore, Md.



SELL LONDON BOLTS AND BARS

We make sure they are perfect before they leave our mills, and you will find the profit they yield most satisfactory.

See to your stocks.

GET OUR PRICES

Sales Agents:

BAINES & PECKOVER, - Toronto, Ont.
BISSETT & LOUCKS, - Winnipeg, Man.

**LONDON ROLLING MILL
CO., LIMITED.**
LONDON - CANADA

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter pertaining to the Tin Shop.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

CORRESPONDENT CORRECTS PATTERN.

Editor Hardware and Metal.—I have watched with interest the article on "Pattern drafting" in Hardware and Metal, but would like to draw attention to an error made in the article headed: "Square to Round Branch," by B. J. Reynolds, reproduced from the American Artizan as follows:

"To draw pattern for branch, first draw elevation, plan and side view. Divide half-circle of plan into twelve equal spaces. Connect lines from starting point, No. 1 in plan. The same method is applied to elevation. Draw all necessary lines to obtain profile, also half diameter of pipes. By placing

Mr. Reynolds' half pattern shows a perfect arc between the marks 1—1 and this is not correct as will be seen by a study of the sketch.

You will note I have marked A, B, C in order to explain the mistake. The distance from C to A is greater than the distance from C to B. My friend, B. J. R., will find a much more difficult problem to get a perfect pattern in this particular part than any other part of the work. The only way a perfect arc could be used is from a rectangle base on the square end of branch then the rectangle would intersect the main pipe at right angle. Even if the intersection were from C to B the pattern would not contain a perfect arc.

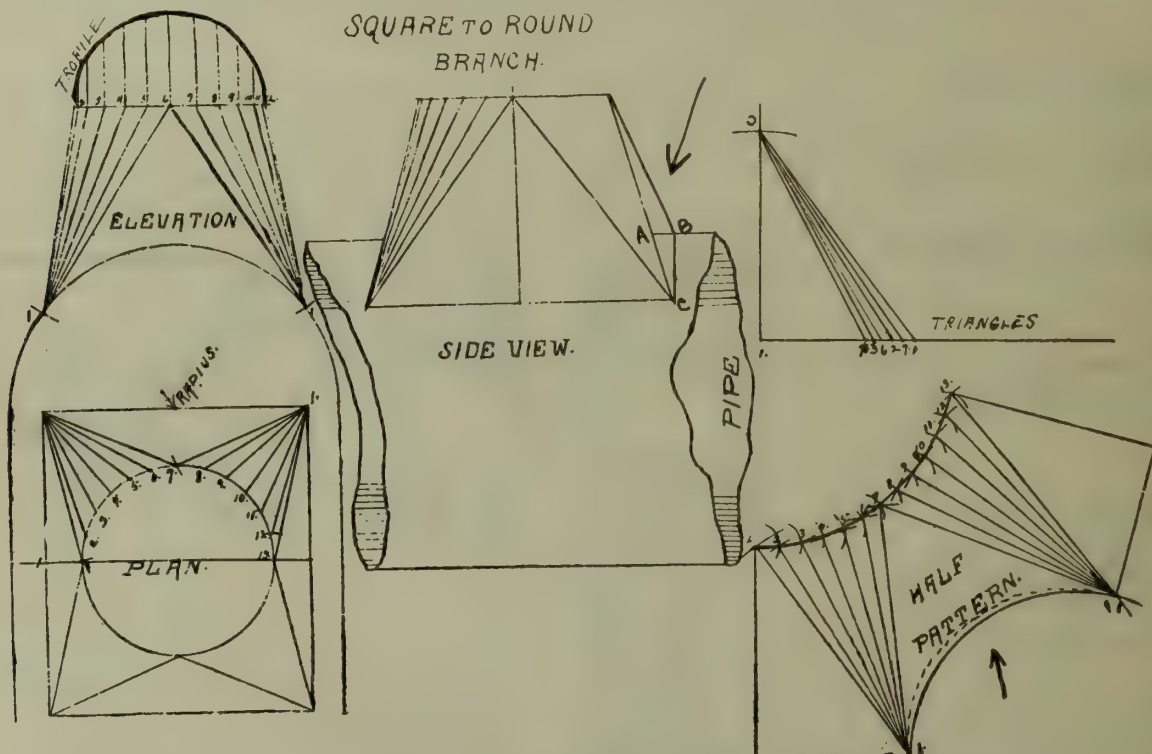
I have marked on the clipping dotted

Stove Repairs.—J. H. Worsell & Son, Goderich, ask where they can obtain repairs for a small steel coal and wood cook stove, called "Cook's Friend," this stove being about the same style and size as McClary's "Le Roy," but does not have the maker's name on, that we can see.

Jones Bros, Bracondale, Toronto, can supply the repairs.—Editor.

Sheep Dip.—C. Sargent, Claremont, asks where he can buy McDougalls' sheep dip.

This is an English line sold by wholesale druggists. Any hardware jobber can secure it for a customer. The Rochester Germicide Co., 11 Jarvis Street, Toronto, manufacture "Solokre" sheep dip.—Editor.



Pattern for Square to Round Branch—Arrows Showing Corrections Made by W. J. S.

dividers on plan, namely—1, slant heights are obtained, and 0—1 represents height desired, 1—2 from plan, 1—3, 4, 5, 6, 7 are placed on the profile line. These numbers on profile line, 1, 2, 3, 4, 5, 6, 7, are taken from heights in elevation. When all heights are drawn, develop the pattern as illustrated. Next draw hypotenuse, 1—1—1; then space 1—2 from profile, also 2—3, 3—4, 4—5, 5—6, etc. To obtain sweep of circle place dividers on radius and scribe from 1—1 on pattern, and continue on with the same method as applied in the above lines."

lines above the arc. What would be about the difference? This does not amount to much on an article of this size, but take actual size, say a 36 inch main, with a branch about 24 inches square, leading to an 18 inch round, then the difference would be too great. If you think it worth while placing this before your readers you may do so.

Tillsonburg, March 4. W. J. S.

Clerks should start toward a customer the moment one enters the store. The customer should not have to hunt up a clerk.

Wooden Rims.—F. Thomas, Toronto, asks where he can buy rims for riddles on sieves.

Ryder, Kitchener & Co., Lindsay, manufacture cheese boxes, and could probably supply riddle rims.—Editor.

Fire-places.—A. E. Nichols, Fergus, asks for the names of manufacturers of fire-places and mantels.

The Barton Netting Co., Windsor, are manufacturers of mantels. H. F. McIntosh & Co., 28 Toronto Street, Toronto, are jobbers of fire-place goods, and most hardware jobbers also handle these goods.—Editor.

The Retail Paint Trade

BE ON TIME.

With the spring consumptive demand close at hand the merchant who has not placed his orders for his new stock is very foolish. At any time now the shipping departments of the manufacturers may become congested. Already the pressure is very great. A sudden rush may cause some delay. Where, then, will be the merchant who has left off ordering his new stock to the last minute.

Success in paint selling depends upon the condition of the stock. A heavy stock is not essential to success, but a well-assorted one is. A merchant who allows himself to run out of certain popular sizes and colors is running a very great amount of risk at all times, but when he does so with the spring demand at hand he invites catastrophe.

The spring consumer is in a hurry. He has become impressed with the force of the paint merchants' advertising. He may have held out last year, but this time the combined efforts of the dealer and his manufacturer behind him, have proved too strong. He makes up his mind to paint, and in this change of opinion the house that to him last year was absolutely in no need of painting for some years to come, never seemed so dirty and dilapidated as now. Armed with a color card, he goes off at express speed to the dealer. "That's a nice shade. I think I will have the body of my house painted in that color. It is a little bit out of the common." A short pause. "I am very sorry, but I am out of that shade. The goods are on order, but have not arrived," is the reply of the salesman. This excuse may or may not be true. The merchant may have the order on his desk waiting to be mailed, or he may have sent it. This has nothing to do with the customer. He is not interested in the fact that the goods are on order. What does concern him, however, is that after setting his mind on a certain shade, and eager to start on his house forthwith, he is balked in his scheme by the very man who encouraged him in the first place. Whether he waits for the line to arrive, selects another color, or worst of all goes to a rival store, very great mischief is done. A sale may not be lost, but the reputation of the store suffers. The fact will always be remembered up against the house, especially if the customer uses some other color and does not like it in the end as is more than likely.

Will this disgruntled customer keep his complaint to himself! Hardly likely. He is sure to talk about it, out of no real maliciousness to the store, but simply because it is human nature to talk. This friend and that one are told how he was disappointed by the merchant and how he was persuaded to take the shade he did not want, and so on. This is an insidious kind of knocking that hurts a store more than a direct complaint. It circulates round, and

“the finish” “that endures” Floorglaze

Costs you nothing to see what our new Floorglaze proposition is. A postal does it.

Sells every day in the year, because the new additions to the regular M.L. Floorglaze Enamel Colors—the M.L. Floorglaze Lacs and Transparent—fit this line to get every dollar's worth of paint business in your neighbourhood—both for indoor use or out. The M.L. Floorglaze Lacs (10 of them—they wear like iron) match perfectly the grain and coloring of all the fine hardwoods used in furniture, floors, panellings and all building uses—while the M.L. Enamel colors (glass hard—brilliant—enduring) take care of every solid color requirement possible. A great money-making, kick-preventing line—you ought to know about it.

Samples, color cards and live proposition for live-wire dealers from our nearest agency:
Toronto, 6 Morse Street; Winnipeg, 108 Princess Street; Vancouver, 550 Beatty Street.

The Imperial Varnish & Color Co., Ltd.
TORONTO, ONT.

FENCE STAPLES

The farmers will soon start repairing their fences, and of course will require Fence Staples.

When ordering, specify



MAD E BY

The Montreal Rolling Mills Co.

there is no chance of combating it. The grumbling of a dissatisfied customer may send many a man to the opposition store.

There is nothing more important than that the merchant should have his lines

well assorted, and be careful not to advertise anything that he does not carry. As we said before, it is not the heavy stock, but the well assorted one that pulls for success.

PAINT AND OIL MARKETS

MONTREAL.

March 18.—Orders of a generally assorted character are swinging in well, not only for immediate, but for future shipment. It is reported that a good consumptive demand has made its appearance among the retail trade, users getting together stock to be ready for the spring rush. Manufacturers and jobbers anticipate in consequence that repeat orders will be coming to hand much earlier in the season than is usually the case.

The list of prices on paris green has been issued, and this will give the market more character, as a great deal of uncertainty has existed as to what the figures would be. It is of interest to note that the scale of quotations is almost identically the same as that issued on the 1st of January, 1909.

No price changes are announced. The linseed oil market is still unsettled, but last week's prices generally obtain. Turpentine is firm despite the nearness of the new crop, while the other staples are generally steady.

Turpentine—In keeping with the good demand for staples of all kinds turpentine is receiving a fair amount of attention, and despite the nearness of the new crop, is on the firm side. Reports from the turpentine districts state that the new crop is being prepared under very favorable conditions. The roads, in these somewhat isolated districts, are in fair state, and no shortage is expected in the crop which will commence to show upon the market next month, or may be a little later. We continue to quote 82c for single barrels.

Linseed Oil—The market is still in an unsettled state, but no price changes from last week are reported. The cut of 2c seems to have encouraged the sale of oil in small lots, as better bulk is moving, but at present prices the large buyers are chary of purchasing beyond actual requirement. Probably further sagging is anticipated. We continue to quote 80c for raw and 83c for boiled.

Ground White Lead—The general turnover is good and orders are assuming heavier proportions as the spring draws near. As no specific arrangement is now in existence between grinder and jobber as regards prices, cutting is being indulged in by some of the wholesalers. It is felt that they are selling too close to cost, as prices obtained by them would undoubtedly stand a decided advance. We continue to quote: \$5.50 to \$6, according to brand, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal.

Red Lead—The demand has freshened up a little and is now assuming more

spring-like proportions. The market is steady, and we quote: Genuine red lead in casks, \$4.75; in 100-lb. kegs, \$5.25; less quantities at \$6.25 per 100-lbs.; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities \$5.75.

Paris Green—Orders are being received in good volume for paris green, most of the bulk to be shipped with the sundry lines which go forward with the usual spring shipment. Prices have at last been issued, and this will no doubt stimulate business as dealers have been hanging back waiting for the list. There is practically no change from the list issued at the commencement of last year. We quote: In barrels, about 600 lbs. 18c per lb.; in arsenic kegs, 250 lbs., 18½c per lb.; in 50 lb. and 100 lb. drums, 19½c per lb.; in 25 lb. and 100 lb. drums, 19½c per lb.; in 1 lb. packets, 100 lbs. in case, 21½c per lb.; in 1 lb. packets, 50 lbs. in case, 21½c per lb.; in ½ lb. packets, 50 lbs. in case, 23½c per lb.; in 1 lb. tins, 100 lbs. in case, 22½c per lb.

Ready Mixed Paints—The demand now being experienced for liquid colors, enamels, marine paints, and colors generally, is far away heavier than has been the case in former years. Orders are not only heavy for immediate shipment but consignments are being booked well into the summer probably in anticipation of a difficulty in getting supplies and an advance in values.

TORONTO.

March 18.—Linseed oil is yet the pivot of conversation in the paint world. The situation is somewhat improved this week over what it was a week ago and the market seems inclined to firm up again.

New Paris green prices for 1910 are out this week, and they are practically the same as at this time a year ago, though they are lower on some packages than the 1909 quotations given out at the beginning of last year.

The improved condition of trade which commenced with the opening of March is steadily getting better, and with the more favorable weather for outside painting approaching the prospects seem good for splendid business through the spring and early summer. The season is nearly three weeks in advance of last year, and building operations are already much greater than in March, 1909. Hardwaremen have bought and booked fairly heavily since the commencement of the year.

Linseed Oil.—The cutting in linseed oil prices, which have been in evidence since the break in the association two weeks ago and which involved practically every company handling linseed oil in Toronto, reached a climax towards the close of last week, when quotations were 79c. for single barrels of raw oil; 78c. for

CHINA-LAC

THE NEW VARNISH STAIN
With the China-like Finish



China-lac is one of the best propositions before the paint trade to-day.

China-lac is the latest and one of the best products of Brandram-Henderson, Limited, Lead Corroders, Paint and Varnish manufacturers.

It is made in 14 rich colors, for use on practically everything in the house—furniture, floors, doors, windows, screens, refrigerators, linoleum, oilcloth.

China-lac's outstanding superiority is in its china-like finish—brilliant, tough, lasting and water-and-soap-proof.

China-lac is easy to apply, and it freshens up and beautifies a home wonderfully.

The heaviest advertising that has ever been done in Canada for a varnish stain will introduce China-lac to your customers this spring. In addition we supply attractive window trims and store cards to dealers.

This is your opportunity to put fresh life into this season's paint trade. Co-operate with us in pushing China-lac—it will pay you.

Write for information on this new product.

BRANDRAM-HENDERSON
LIMITED

Montreal
St. John

Winnipeg

Hallifax
Toronto

five barrel lots; and 77c. for ten barrels. These prices holding good for delivery up to July. Sales of single barrels are reported to have been made as low as 77c. This week the situation is somewhat improved, the lowest figure obtainable being at 79c. for raw and 82c. for boiled oil in single barrels. Some houses are quoting a cent brighter than this. The outlook appears stronger.

A limited quantity of flaxseed has been offered for sale at Fort William to deliver which to any of the crushers would cost over \$2 for 56 lbs., from which it is hard to get more than two gallons of oil. Oil cake at present prices for export would not bring more than 58 cents so that oil at the low figure now obtaining does not bring much profit to the crushers, without allowing for waste or for the barrels. The outlook for imported oil from Great Britain, taking into consideration the cost of seed from either South America or India, seems to be dull, the cost of import quantities being greater than the present price of Canadian oil. In the event of demand for spring trade being at all equal to what is expected it is possible that a shortage in oil in Canada may occur before the end of the summer.

In the U.S. oil went up another cent last week, making the price 74 cents for car lots of raw oil at Chicago. A little more seed is offering.

Turpentine.—The quantity of turpentine coming forward at Savannah just now is very small; less than it has been at this time of year for several seasons past, and as there is no new turpentine in sight the present price seems likely to be maintained for some time to come. Local quotations are unchanged, running from 83c. to 84c. for single barrels.

Rosins.—Prices for common rosins have slightly advanced. In the lighter rosins the prices are the same as for the past few weeks. In these grades it is very likely that some French rosins are likely to come forward, one importer having samples on which he is soliciting orders in Canada.

White Lead.—There is a seasonable improvement in demand for ground white lead in oil, and dry lead, too, shows signs of betterment. Prices are unchanged, quotations running from \$5.75 to \$6.40, with better prices for quantities.

Paris Green.—After a two-months' delay the new prices for 1910 are issued this week. Ontario quotations are f.o.b. Toronto, Hamilton and London. The terms are net three months and 2 per cent. in 30 days. Barrels, about 600 lbs. are 18c. per lb.; arsenic kegs, 250 lbs., 18½c.; 50 lb. and 100 lb. drums, 19½c.; 25 lb. and 100 lb. drums, 19½c.; 1 lb. packets, 100 lbs. in case, 21½c.; 1 lb. packets, 50 lbs. in case, 21½c.; ½ lb. packets, 100 lbs. in case, 23½c.; and 1 lb. tins, 100 lbs. in case, 22½c. These quotations are practically the same as last year at this time; and 1½c. per pound less on barrel and keg lots, and 1c. less on drums than the opening. Paris green prices for 1909, given out at the beginning of last year.

Red Lead.—This line continues to improve with the advancing spring season. Prices hold firm, ordinary lots ranging from \$4 to \$5.

Glass and Putty.—Booking on futures seems to be the most prominent feature about the glass situation. The market

is strengthening again slightly, and small lots are back to 30 p.c. discount straight. Larger lots have an extra 5 p.c. Putty is selling only fairly well this week. Prices are unchanged.

Petroleum.—Demand is good, though an apparent easing off is beginning to be noticed. Prices are steadily firm.

INCREASING SALES.

Several plans are used by merchants, says the Iron-Age Hardware, to increase the demand for house paints. One concern which handles a line of goods, the manufacturer of which advertises extensively through the medium of newspapers in the smaller towns and villages, obtains the names of residents in these towns and of the farmers in the surrounding country and to these parties paint literature is sent, with excellent business results.

In another case a merchant sends a list of names of prospective paint customers every two months or so, to the manufacturer from whom he buys his paints and the latter sends paint advertising matter to those on the list. A fair proportion of the people addressed respond to the advertising matter, coming to the store for further information or to buy the goods.

In neither case is there any apparent effort made to follow up the people who do not respond, and thereby increase the sales. The plan of following up parties who are not favorably influenced by advertising matter, is considered good practice by some merchants, and the effort often brings gratifying results.

It is true that everyone receiving color cards or paint circulars may not want paint at once, but by getting in close touch with them it may be learned when something will be doing in this line, and a memorandum can be made of the date.

In some instances this data, location of the house, name of owner and other particulars is written on index cards, ruled for the purpose. Cards of the same kind may be used for making memorandum of persons who have bought paint with date and name of painter, what kind of weather the work was done in and other information along this line. If the paint does not wear satisfactorily, it may be found by referring to the cards that it was during damp or rainy weather when it was applied, or that there was some other reason than the inefficiency of the paint.

These cards can also be used to advantage by the merchant in the way of suggesting to the house owner when the time has come for another coat of paint. When talking to a prospective paint customer, he can be told that Blank's house was painted with the same paint and the impression strengthened by showing him the memorandum on the card. In the course of a few years such a card index if properly kept up becomes a valuable asset, and will help to increase the merchant's paint business.

QUESTION BOX

"MOOSE JAW"—The blistering and cracking upon the front door is probably caused by the strong sun and wind. Remove the offending Varnish and Paint with "CUMOFF" and then use the C.P. Co.'s Grain- ing Colors and Exterior Varnish.

"BRUSH HAND"—The article you require is called "CUMOFF," and when applied according to directions on the tin you will see the old Paint, Varnish or Enamel stand up like "quills upon the back of the fretful porcupine." It is then easily removed, leaving the surface ready for refinishing.

"PERPLEXED"—No, "CUMOFF" does not raise the grain of the wood. It quickly softens old Paint, etc., so that the Paint or Varnish can be taken off by a scraper or putty knife.

"SPARTA"—You are right, there is a Blackfriars Bridge in London, Ontario. They say that the hilarious traveller who essayed to sing, "I Stood on the Bridge at Midnight," was promptly ordered by the police to "CUMOFF."

"PIEBALD"—Enquires if "CUMOFF" will remove some Enamel which he received upon his Epidermis owing to slipping in the bath. It will. "CUMOFF," however, is only intended to soften Paint or Varnish upon wood or metal surfaces.

"CAR FINISHER"—Certainly, the Head Painter of the Michigan Central Railway, St. Thomas, Ontario, considers it "an excellent article, leaving the surface in good shape without discoloring or injuring it."

WRITE THE

CANADA PAINT COMPANY
LIMITED

Montreal

Toronto

Winnipeg

FOR

"CUMOFF"

IT'S OUR AIM



to assist you always with your paint sales.

This is the right which goes with every agency for

RAMSAY'S PAINTS

We assist you by talking with your customers whenever you give us the chance.

We have paint talks that bring business to your store.

We talk to your customers on the bill boards in the newspapers and through the mails.

We talk more forcibly by the quality of Ramsay's Paints which always wins friends.

Then, after all, there is your profit. Ramsay's Paints are never charged at exorbitant prices, while for quality they stand unchallenged by any and all. You pay just the right price and get a proper profit.

Why not ask for our show cards.

Have you our handsome catalogue for 1910?

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842

GLASS IMPORTERS

Honest Paint

is the kind every hardwareman wants to handle.



the kind which covers more surface, holds its color better and lasts longer than any other prepared Paint.

And you, Sir, have solved this problem if you are selling

New Era Paint

Write for details and prices. No paint holds out more possibilities for you.

Standard Paint and Varnish Works Co., Ltd.

Windsor, Ontario

When The Very Best Goods Made



sell at the very lowest prices, it does not require much sagacity to form a pretty close estimate as to the direction the orders take. Have you ever, in all your life, heard of cheaper goods than **Star Hack Saw Blades** at present prices? Our new list on this line is

\$3.50	3.75	4.00	4.50	5.00	5.50	6.00	per gross
6	7	8	9	10	11	12	inch

Star Blades are not only cheaper than prior to Jan. 1st, but are infinitely better than those made a few months ago. You can hold your customers by supplying them with Star Blades. Dealers of prominence carry Star Saws in stock.

MILLERS FALLS COMPANY, 28 WARREN STREET, NEW YORK, N.Y.



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



Floor Finish

40 YEARS' Varnish-Making Experience

has enabled us to produce a Varnish which, instead of cracking and turning white as common varnishes do, remains elastic and waterproof on the floor.

The secret of this wonderful floor finish is the special treatment and ageing of the oil.

See to your stocks of "Elastica" and be prepared to meet the demand which our insistent consumer advertising has created.

"Elastica" Floor Varnish is made only by the

International Varnish Co., Limited

Makers of Fine Varnishes

Branch of Standard Varnish Works

TORONTO

New York

Chicago

London

Berlin

Brussels

Melbourne

IT LOOKS SMALL

but there are a hundred little services a "want ad." in Hardware and Metal can perform for you cheaper, quicker, more thoroughly and more satisfactory than can be done in any other way.

It can get a customer for you for any show cases, counters, or any other fixtures you are anxious to dispose of; it can secure for you a set of tinsmith's tools, a typewriter, a silent salesman or any other article which you are anxious to buy cheaply.

The wider your market the better the bargain you will be able to make.

Our "want ad." page will put you in touch with practically every Hardware Merchant in Canada, and out of our thousands of readers it seems reasonable to suppose that there will be some man who is looking for just such an opportunity as you have to offer.

Rates (payable in advance)

2c. per word for 1st insertion. 1c. per word for subsequent insertion.

5c. additional each insertion when box number is required.

Write or phone our nearest office.

HARDWARE AND METAL

MONTREAL

TORONTO

WINNIPEG

SIXTY SWISS ARMY RIFLES, at \$2.50 each.
Box 920, HARDWARE AND METAL, Toronto, (48)

This advertisement was inserted in two issues of our paper and cost 39c.
F. Y. W. Braithwaite, Blind River, Ont., wrote us Nov. 27, that it brought us replies from almost every province of the Dominion.

Our Want Ad. page is at your service every week. If you have anything to sell to Hardware dealers in Canada, or wish to buy anything from them, try a want ad. You will find it will give you Economical, Efficient and Quick service.

RATES:—2c. per word for the first insertion.

1c. per word for each subsequent insertion.

5c. additional each insertion when box number is required.

ASK FOR

GILBERTSON'S

COMET Galvanized Sheets

None better or more reasonable in price.

Makers W. GILBERTSON & CO., LTD.,
Pontardawe, South Wales

Sole Canadian Agent

ALEXANDER GIBB,
13 St. John St. MONTREAL

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

THE DOUGALL VARNISH CO.

LIMITED

SUCCESSORS TO
MC CASKILL DOUGALL & CO.



HIGH GRADE VARNISHES

ALSO

CANADIAN MAKERS OF THE

MURPHY VARNISH COMPANY'S VARNISHES

MONTREAL

CANADA

Hobbies

TRADE MARK.

Fretwork Designs & Outfits
Are You Selling These?

They are asked for all over the world.

SEND FOR CATALOGUE AND
TRADE TERMS NEXT MAIL.

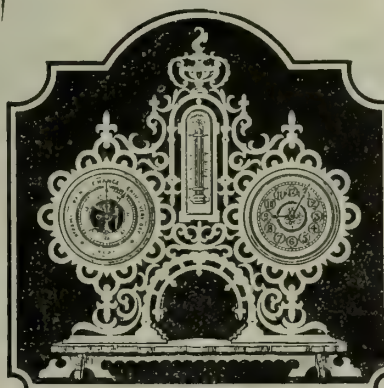


OUR NAME IS YOUR
SALESMAN.

Hobbies, Ltd.

Manufacturers

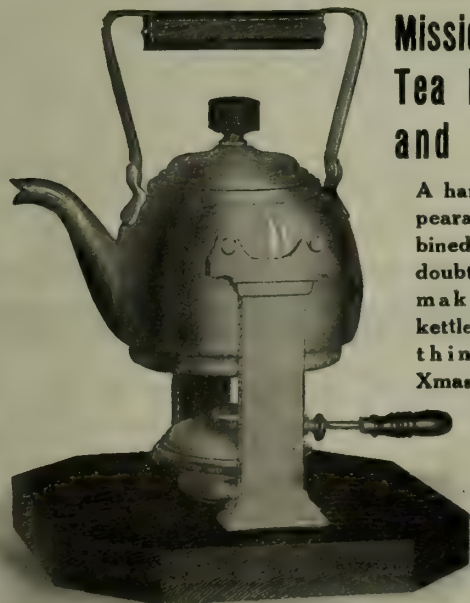
Dereham, - - Eng.



"The Cup that Cheers, but not Inebriates"

in perfection for all who use our

Mission Style Tea Kettles and Stands



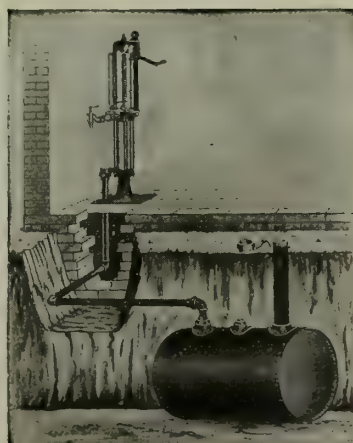
A handsome appearance, combined with undoubted utility, makes these kettles the very thing for an Xmas gift. You should meet the demand by ordering promptly.

Send for our complete Catalogue

THE BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representatives:

H. F. McINTOSH & CO., 28 Toronto St., Toronto



BOWSER

LONG DISTANCE SYSTEM FOR HANDLING GASO- LENE OR KEROSENE

meets the highest approval because it is SAFE. Every feature of the Bowser Long Distance Underground Storage System meets the requirements of Insurance Companies and Fire Underwriters.

Here is the Plan. The oil is stored in a tank buried outside, any distance that you may desire away from the building. The tank is made of good heavy sheet steel, riveted and soldered, tested and guaranteed leak and evaporation proof. It is plated with three coats of asphaltum which absolutely prevents the damp earth from acting upon the metal.

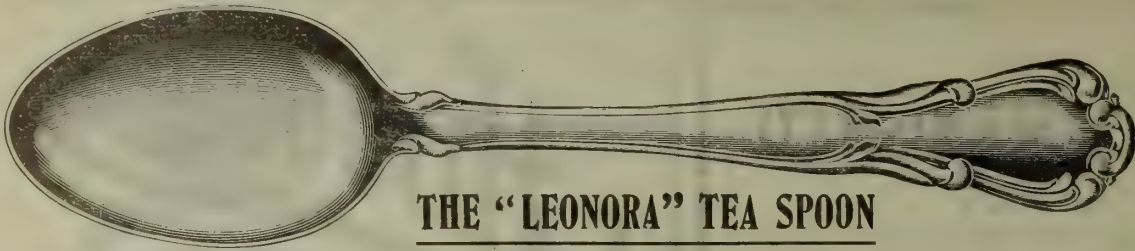
The pump is the latest improved, all metal, and measures accurate gallons, half gallons, quarts or pints at a stroke.

The System Has Never Caused a Fire, nor has an explosion of a Bowser Tank ever occurred. One hundred and eighteen outfits passed through the San Francisco fire, and not one explosion resulted. Some of the pumps were warped and melted by the heat, but the oil remained in good condition in the tanks.

The Bowser System is safe in every way. Write TO-DAY for Bulletin 15G.

S. F. Bowser & Co., Limited

66-68 Fraser Ave., : TORONTO



Here's a
Splendid
Seller!

THE "LEONORA" TEA SPOON

of artistic design, first-grade materials, good workmanship and best finish. Only one of our many good sellers. Send for catalogue of our specialties. They're right in your line.

McGLASHAN, CLARKE COMPANY, Limited,

NIAGARA FALLS, ONT.

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que.

N. F. GUNDY, 61 Albert St., Toronto, Ont.

DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

Write for prices

EVERYTHING IN WELDED CHAIN.

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



BABBITT METAL

The "KING" Babbitt is known all over the Dominion.

It is a High Grade General Purpose Metal, suitable for Heavy Pressure and Medium Speed, or Medium Pressure and High Speed.

It has strength and tenacity, and will not crack or beat out under pressure.

The steady increase in sales of "KING" Babbitt is an excellent testimony in its favor.

This is a Copperized Metal.

The James Robertson Company, Limited

Montreal

Toronto

St. John

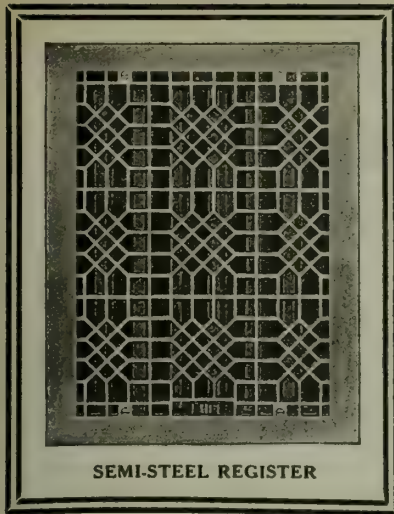
Winnipeg

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

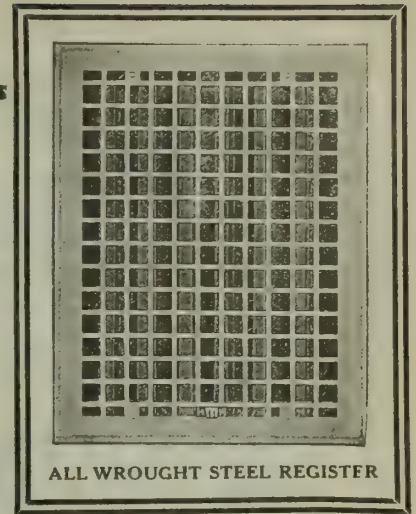


SEMI-STEEL REGISTER

The
**STANDARD of
COMPARISON**

It is an every-day occurrence when
Architects or Engineers require the
very best registers for them to
specify

"TUTTLE and BAILEY
make or equal."



ALL WROUGHT STEEL REGISTER

"T & B"
Registers, Ventilators and Grilles

In Cast Iron, Semi-Steel or All Steel

are a line of goods so strong in their excellence as to *invite comparison*, because a comparison with other makes only brings out their many points of merit!

All goods are manufactured in our own factory, and cover the requirements of every kind of heating.

"T & B," "Special," "Imperial" and "Baby"
Base-Board Registers

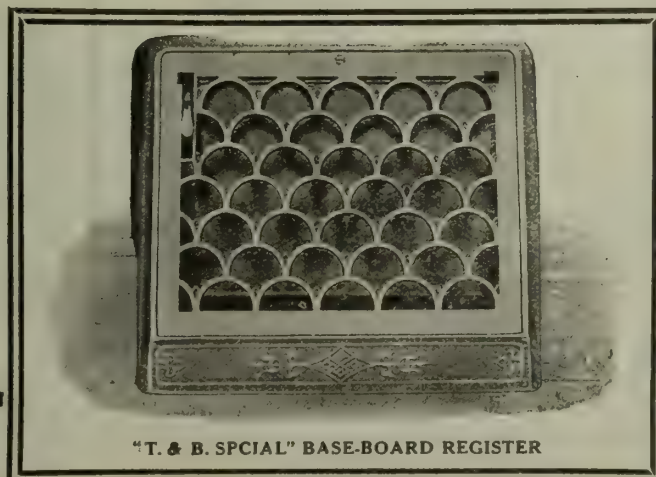
admit largest possible outlet of heated air, and furnace-pipe manufacturers are making their boxes to fit these three styles.

Send for Illustrated Catalogue.

TUTTLE & BAILEY MFG. CO.

OFFICES :

—
New York
Chicago
Boston



"T. & B. SPECIAL" BASE-BOARD REGISTER

FACTORIES

—
Brooklyn
N.Y.
AND
Bridgeburg
Canada

One of our striking new advertisements

which are appearing in the leading Canadian publications. This campaign will cost us \$10,000. No other Canadian maker of a wall coating is spending one-tenth that sum in consumer advertising. Other makers want you to purchase their wall coatings but are unwilling to help you sell them. Besides the immenst amount we are spending in magazines and newspapers, we have other helps for dealers in the shape of beautiful and authoritative books on home decoration, show-cards, banners, and electros of retail advertisements. We will give you the kind of co-operation that will largely increase your sales of Alabastine. Just write us now for our co-operation sales plans for 1910.

The Alabastine Co.
LIMITED

PARIS, - - - ONTARIO

It Won't Rub Off

VISIT the finest hotels, the costliest homes, and you will find Alabastined walls. Alabastine is used in these palatial places, not because it is the most expensive wall decoration, but because it is the most artistic and effective. An Alabastined wall is a delight to the eye—so soft, velvety and beautiful. It will not rub off or fade. Alabastine is cement, and hardens with age. Its beauty is permanent. It is the most sanitary and inexpensive wall coating known. Alabastined walls are now the general vogue, in cottage and mansion alike. Wall Paper is out of fashion. The sales of Alabastine in Canada have doubled in two years.

CHURCH'S COLD WATER Alabastine

None Genuine without Little Church on Label

FREE STENCILS

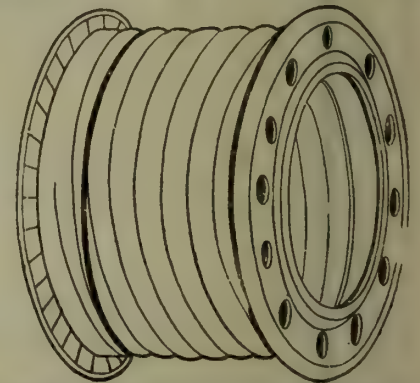
To still further popularize Alabastine and again double its sales, we have organized a Decorative Department, and are prepared to offer FREE COLOR SCHEMES and FREE STENCILS to users of Alabastine. Write today for particulars. Our advice is free. Let us help you to beautify your home at a moderate cost.

Please send free particulars of your Color Scheme and Free Stencil offer to

Name.....
Street.....
City..... Prov.....

The Alabastine Co., Ltd., Willow St., Paris, Ont.

O.K. THIMBLES



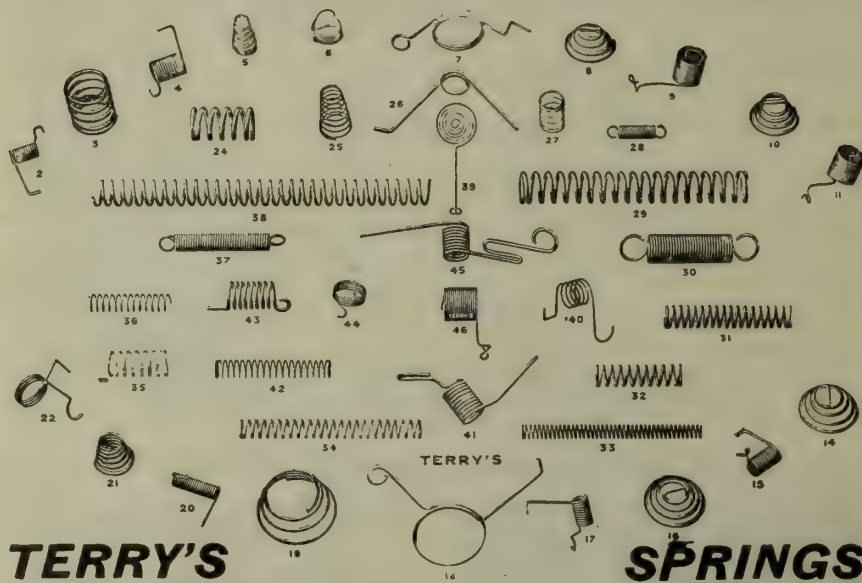
Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

When writing advertisers kindly mention having seen the advertisement in this paper.



TERRY'S

SPRINGS

If you buy springs for any purpose, we solicit an opportunity of quoting.

SEND FOR OUR LIST

HERBERT TERRY & SONS, THE SPRING SPECIALISTS, Box 100, Redditch, Eng.

IT WILL PAY YOU to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.

Before Contracting For Lanterns

JUST SEE OUR

"BANNER" 1910

Many Unique Improvements.

The Ontario Lantern & Lamp Co., Limited

HAMILTON

ONTARIO

The "FAVORITE" CHURN

C is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance *bolted* on. Stand is Angle Steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily **BEATS ALL OTHER CHURNS** in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn $\frac{1}{2}$ to 30 gallons of cream.

DAVID MAXWELL & SONS, St. Marys, Ontario



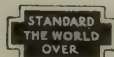
COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

STANLEY TOOLS

We make a great variety of special Planes. Among them are Rabbet Planes, Filletster Planes, Dado Planes, Match Planes, Chamfer Planes and Tonguing and Grooving Planes.

☐ Only a few of these special Planes are shown here.


Send for Catalogue containing complete description of these and other tools.



STANLEY
RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.




MANUFACTURERS OF
★ **STAR BRAND** ★



Iron and Steel
BLOCKS for
Wire or Manila
Rope.
Heavy Wood
BLOCKS for all
kinds of work:
special

Blocks



Star Chain
HOISTS,
Sewer PUMPS.
On sale by all
leading dealers.
Send for
Catalogue H.M.

Chain Hoists

DIAPHRAGM PUMPS

Boston and Lockport Block Co.
116 Condor Street, East Boston, Mass.

CORN AND BEAN PLANTERS



KING OF THE FIELD

King of the Field is the best hand corn planter made. We also make
step ladders, curtain stretchers, ironing boards, etc. Ask for cata-
logue and prices.

Otterville Manufacturing Co., Limited, - Otterville, Ont.

Lion Brand **Purity
Strength**



BABBITS FOR ALL MACHINERY PURPOSES



LION METAL STANDS UP UNDER HIGH SPEED AND PRESSURE
A Babbitt That Gives Satisfaction and Secures Repeat Orders. Write for Price and Discount
THE LION METAL CO., ST. PAUL, MONTREAL

**Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts**

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL HALIFAX OTTAWA	HEAD OFFICES TORONTO CANADA	WINNIPEG VANCOUVER ROSSLAND
-------------------------------	-----------------------------------	-----------------------------------


A Strong Selling Point



This combination Nut and Pipe Wrench has a
very strong selling point—Double Efficiency,
Its handiness and strength at once appeal to the good mechanic; it
saves him time and trouble. You can sell a lot of these wrenches—
Make a start by writing to-day for our catalog.

 **BEMIS & CALL HARDWARE & TOOL CO.**
Springfield, Mass., U.S.A.

**Ford's
Auger Bit**



is an all round Bit, boring smoothly, and well
suited to the finest work. For many difficult
jobs it is the only tool that can be used. Give it
a trial, and afterwards you will sell only one line
of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

**One-Hand
Flour Sifters** **OUT
SOON**

Retails at
35 cents

ORDER NOW




Each List at
\$50.40 Gross
1 doz. in Case
100 Gross in Car.

Shipments start about March 1st. Orders filled in
rotation. Guarantee you about 33% profit.
freight allowance. Get order in quick.

 **PUTNAM MFC CO.**
HARDWARE
DARTMOUTH IOWA


JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE

REGISTERED TRADEMARK

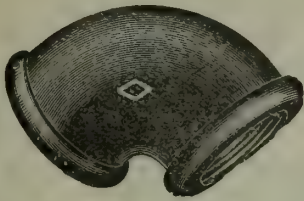


GRANTED 1882

Sole Agents for Canada

James Hutton & Company
Montreal

TO WHOM IT MAY CONCERN



As a matter of convenience we have changed the name of our Company from The Oshawa Steam & Gas Fittings Co., Limited, to **FITTINGS LIMITED.**

The change is in name only. Contracts, quotations, etc., will be carried out under the new name as in the old. Yours truly,

THE OSHAWA STEAM AND GAS FITTINGS CO., Limited
OSHAWA - - CANADA

H. T. CARSWELL, Sec'y.-Treas.

BLACK JACK

QUICK, CLEAN, HANDY.



TRY IT.

SOLD BY ALL JOBBERS

3/4-lb. tins—3 doz. in case.

Jessop's Steel

To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.
CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.

144 William Street, Montreal, Que.



Making More Money

out of your business is largely a matter of push. And you can make splendid profits pushing Cavers' Compressed Air

AUTOMATIC HAND SPRAYER

Don't let a farmer get out of your store until you have shown him how this spray will save his time and money by destroying pests on his crops and fruit trees, kalsomining stables and outbuildings. Show him and he will buy. Write us for particulars.

CAVERS BROS.

Manufacturers,

GALT, ONT.

Neptune Unrivalled Patent Steel Fencing Wire

will not sag, needs no re-straining after being erected, will not SNAP in weather changes, is better galvanized than any other wire, and it makes a more satisfactory fence in every way.

It stands an easy first for

ECONOMY, STRENGTH and ELASTICITY

The 12 1/2g. and 14g. will save you over 60 per cent. as against Nos. 8 and 10 gauges ordinary wire.

Manufacturers: Felten & Guillaume, Lahmeyerwerke-Actien-Gesellschaft
Carlswerk, Mulheim-on-Rhine.

For Particulare apply to Wateon Jack & Company, Montreal.

Glues, Gelatines, Size, Etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England



"POLAR STAR"

ICE CREAM FREEZER

Absolutely pure Ice Cream made with Little Labor in 5 to 10 Minutes at a cost of from 5 to 10 cents for Ice and Salt.

Booklet of recipes for Bread, Cakes, Ice Cream, Sherbets and Frozen Puddings, with each Machine.

Quickest Acting — Most Sanitary.
Simplest — Cheapest in the World.

If your jobber cannot supply you
Write us for illustration and prices.

SMITH HARDWARE CO., LTD., MONTREAL

— OUR —

PLATING

WILL SELL YOUR GOODS
IS DOING IT FOR OTHERS

WE SPECILIZE on stock work in plumbers' supplies and similar smallwares where finish counts.

Copper, Nickel and Silver

Send sample for our quotation.

P. L. Robertson Manufacturing Co., Limited
Milton, :: :: Ontario

Horse Shoers' Foot Vise and Bolt Header



A Practical Tool and a Time-saver for the Busy Blacksmith

Manufactured by

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf

THE STANDARD CANADIAN COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS,
ONTARIO.

When the BEST costs no more,
Can YOU afford to give your Customers
an inferior Cow Tie?

Compare the "NIAGARA" Cow
tie with others. It is 10 to
20% stronger, it has EIGHT
ADJUSTMENT LINKS —
others have four — making
it unnecessary for the dealer
to carry so many sizes.

**EVERY
LINK**

formed on the
principle of the

SQUARE KNOT
making the

**STRONGEST
CHAIN
EVER
PRODUCED**

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.

WHILE

you're talking about the "GALT"
Shingle, don't forget its twin
brother

"Galt" Corrugated Iron

WE are using nothing but Lysaght's Radcliffe brand. In the form of "Galt" Corrugated Sheets you get this famous English Iron at the cost of the ordinary kinds.

Pressed sheets, guaranteed free from
buckles, irregular corrugations and chipped
galvanizing. Extensive line of acces-

sories, corrugated eave flashing, hip cap, ridge cover, etc.

If you are not now sending your corrugated iron orders this way,
give us a trial. Special proposition for carload purchasers.

The Galt Art Metal Co., Limited, Galt, Ontario
WINNIPEG, : DUNN BROS.



Talking to the Point

CLASSIFIED WANT ADS get right
down to the point at issue. If you want
something, say so in a few well-chosen
words. Readers like that sort of straight-
from-the-shoulder-talk, and that is the rea-
son why condensed ads are so productive
of the best kind of results.

CLASSIFIED WANT ADS are always
noticed. They are read by wide-awake,
intelligent grocers, who are on the look-out
for favorable opportunities to fill their
requirements.

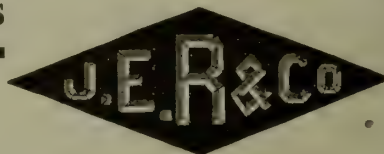
**TRY A CONDENSED AD IN
THE HARDWARE & METAL**

NUMBERS

LETTERS

SIGNS

PLATES



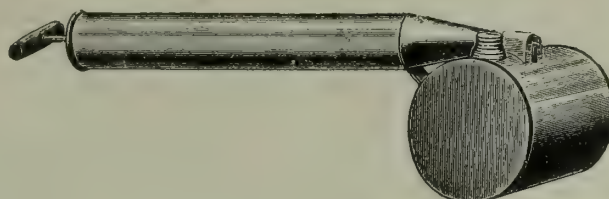
Get our illustrated folder descriptive of
above. There's a fine trade in these lines
awaiting a little energy on your part. How
is your stock of Street Numbers and Letters?
Our line is unsurpassed.

Write for prices.

J. E. RICHARDSON & CO., 18 Victoria St., TORONTO

Wright's Spray Pump Insect Exterminator

Throws a fine vapor mist which covers every square inch of surface, and effectually destroys all small insects and vermin life.



Coppered rust-proof frictionless rod.

Plain Tin, Tin with Brass Well, Japanned Tin, Galvanized Iron, All Brass.

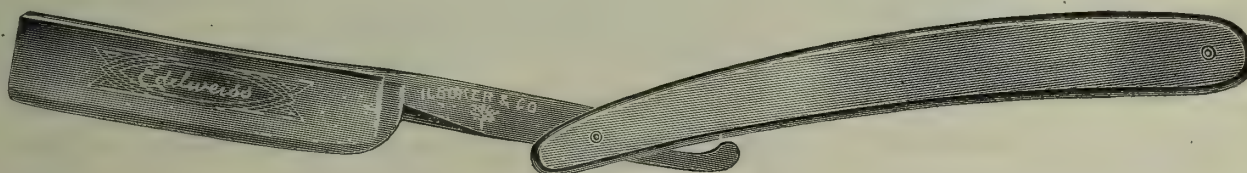
Indispensable to the farmer as a means of disinfecting his live stock and outhouses.

Winnipeg Distributors:
MERRICK-ANDERSON CO.
Winnipeg, Man.

E. T. WRIGHT & CO.

Hamilton, Can.

H. Boker & Co's "Edelweiss" Razors



The "Edelweiss" Razor is known as Highest Grade, and noted for its superior shaving quality. Every blade hand-made from the very best quality bar razor steel, tempered by our own process. Perfectly ground, honed and set ready for use. Every Razor guaranteed.

For Sale by All Leading Wholesale Hardware Houses

**Electric
Welded**



**Highest
Quality**

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

**Coil
Chain**

**Logging
Chain**

**Heel
Chain**

**Loading
Chain**

**German
Coil**

**Halter
Chain**

**Tie
Outs**

**Cow
Ties**

McKINNON CHAIN COMPANY

BUFFALO, N.Y.

ST. CATHARINES, ONT.



PLYMOUTH CORDAGE CO.

PLYMOUTH

WELLAND

Use "PLYMOUTH" (Ship Brand) Lathyrans; they will save you money and increase your satisfaction.

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?



INDEPENDENT CORDAGE CO., LTD.

Stocks at

TORONTO
MONTREAL
HALIFAX

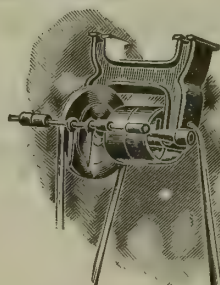
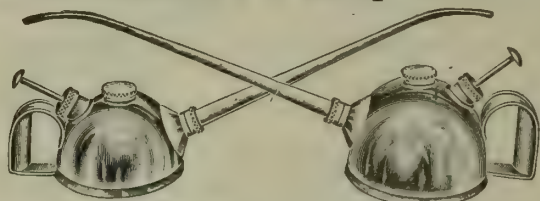
ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO



Howland's Pump Oilers



For sale by
all Jobbers
in Canada

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

WHAT WE CLAIM FOR

The AYLMER DOUBLE CYLINDER DOUBLE ACTING FORCE PUMP

This is the only
Pump manufac-
tured that has no
leather suckers
and requires
no packing or
packed joints of
any kind.



Easy Working

Always Primed

Never Freezes

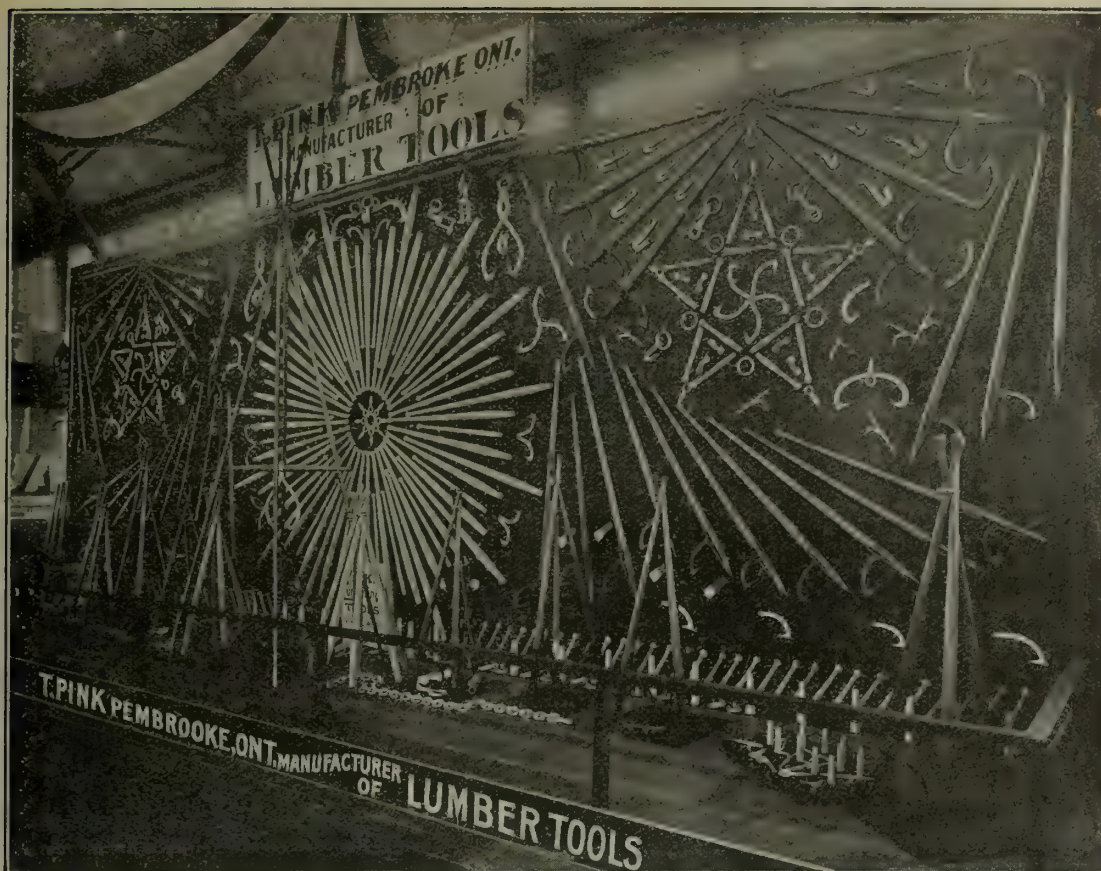
In case of fire
this pump has no
equal.

THIS CUT represents our Pump, as shown in the well. This with three way cock and side pipe for conveying water to barn or wherever needed, will force the water any distance, and to any elevation required with ease.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited
AYLMER, ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable

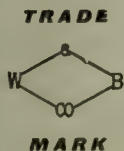
Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

≡ No. 71 ≡



Is just off the Press.

It lists our complete line and if you
have not received a copy write for one to-day.



The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

For Keen-cutting edge and quality of materials no line is "quite as good" as

HEINISCH

Trimmers, Tailors' Shears and
Tinners' Snips

The steadily increasing sales of "Heinisch" goods is evidence of their popularity. See to your stocks!

R. HEINISCH'S SONS CO. U.S.A.
Newark, N.J.

Established in 1825.



For sale by leading
wholesale houses.

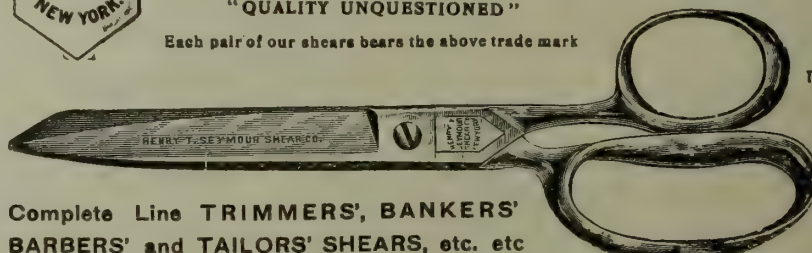


SEYMOUR SHEARS

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



Complete Line TRIMMERS', BANKERS'
BARBERS' and TAILORS' SHEARS, etc. etc

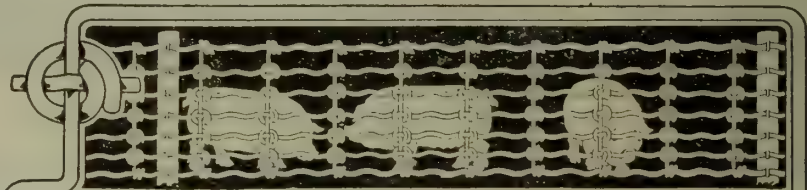
HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



TRADE MARK

Latest catalogue will be sent in exchange for your business card.



PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE BANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba

An 'All-the-Year-Round' Seller

In the line of Children's
press Wagon is the
easiest running and

Toy Wagons. The BUSTER BROWN Ex.
most attractively finished, the strongest
most popular priced on the market.

MADE IN 4 SIZES BY

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK - ONT.

SEND FOR
PRICES



MADE IN CANADA

Western Representatives: Jas. Stewart Mfg. Co.,
Ltd., Winnipeg, Man.



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Thro' out the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

WE'LL TREAT YOU RIGHT

You'll not be sorry if you give us your business in

**TARRED FELT, ROOFING PITCH, COAL TAR
AND OTHER ROOFING MATERIALS**

We afford our customers every facility—such as prompt shipments and close attention to their requirements. Besides, our goods cannot be beaten either for quality or price.

WRITE US AT ONCE

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal

When ordering your Spring requirements in

**WIRE NAILS and
OILED AND ANNEALED WIRE**

Specify for the products of

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Vancouver—George Laidlaw

Winnipeg—Harry F. Moulden

AWARD OF THE ELLIOT CRESSON GOLD MEDAL given by the Franklin Institute for Superiority Over All Other Files Tested



TO THE DREADNOUGHT PATENT MILLING FILE

For the most meritorious invention of the age: On cast iron 29 commercial files were tested and the best removed 20.6 inches. A *Dreadnought* removed 143.75 inches. Four were tested. High carbon Steel, the best commercial file, removed 6.4 cubic inches. The *Dreadnought* removed 25.8 cubic inches.

DOES THIS MEAN ANYTHING TO YOU: The Dreadnought files are made with backs and handles also with tang in fine cut for Mill and Saw Work. Horse-shoeing tools in plain and tanged. If the goods are wrong you get your money back.

Manufactured by

The J. H. Hanson Tilley Co., Ltd., 422-424 St. Paul St., MONTREAL, P.Q.

AGENTS: Vancouver, B.C.—Flock & Thompson. Winnipeg, Man.—Bissett & Loucks, Limited. Hamilton, Ont.—Frank Radigan. St. John, N.B.—The Jas. Robertson & Co. Halifax, N.S.—Austen Bros. St. John's, Newfd.—Angel Engineering & Supply Co. Limited

The ROOFING HOUSE of CANADA

Leading Lines of Reliable Goods



BLACK DIAMOND TARRED FELT

JOLIETTE and CYCLONE SHEATHING

READY ROOFING

Get our prices in good time for Spring Trade.

ALEX. McARTHUR & CO., Limited

82 McGill Street

MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb ... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c; Imperial Tough, 40c; White Brass, 35c. Metallic, 35c; Harris Heavy Pressure, 25c; Hercules, 25c; White Bronze, 15c; Star Frictionless 10c; Aluminum, 9c; No. 4; 6c, per lb.

James Robertson Co.—Extra Monarch, 60c; Monarch, genuine, 50c; Monarch Crown, 40c; Swastika babbitt metal, 25c; King, 22c; Fleur-de-lis, anti-friction, 20c; Thurber, 15c; Philadelphia, 12c; Canadian 10c, per lb.

Geo. Langwell & Son, Montreal—Extra, 12c, per lb.; No. 1, 10c; 2, 8c; 3, 7c; Langwell's special anti-friction metal, 15c, per lb. Lion Metal Co., Montreal—Lion Extra, 60c; Genuine, 50c; Crown, 40c; Antifiction, 30c; Special, 25c; "A," 20c; "B," 15c; "C," 12c; Mag Metal, 10c; No. 1, 10c; No. 2, 8c; No. 3, 6c, per lb.

BOILER PLATES AND TUBES

Plates, ½ to 1 inch, per 100 lb. 2 20 2 30
Heads, per 100 lb. 2 45 2 45
Tank plates, 3-16 inch. 2 30 2 40
Tubes, per 100 feet, 1½ inch. 9 50 9 00
" 2 " " 8 25 8 50
" 3 " " 10 50 10 00
" 4 " " 12 00 12 10
" 5 " " 15 00 15 30
" 6 " " 19 25 19 45

BRASS.

Spring sheets, up to 20 gauge. 0 23
Rods, base ¾ to 1 inch, round. 0 22
Tubing, seamless base, per lb. 0 26
Tubing, iron pipe size, 1 inch base. 0 24
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 65 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 65 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins Valves—Quotations on application to Jenkins Bros., Montreal.

COPPER

Casting ingot. Per 100 lb. 14 50 14 50
Out lengths, round bars, ½ to 2 in. 21 00
Plain sheets, 14 oz., 14x43, 14x60. 23 00
Plain, 18 oz., 14x43 and 14x60. 22 00
Tinned copper sheet, base. 24 00
Planished base. 28 00
Braziers', in sheets, 6x4. 23 00
COPPER AND BRASS WIRE
Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

Montreal, Toronto.

Canadian foundry, No. 2. 22 00
Middlesboro, No. 3 pig iron. 19 00 21 00
Summerlee, No. 2. 21 00 23 50
Carron, special. 20 50
Carron, soft. 20 25
Cleveland, No. 1. 19 75 21 75
Clarence, No. 3. 19 50 21 50
Jarow. 21 75
Glengarnock. 23 50
Radnor, charcoal iron. 32 00 32 50
Deseronto charcoal iron. 24 00 24 00
Ayresome, No. 3. 20 00
Ferro Nickel pig iron (800). 25 00
Steel billets, Bessemer or open hearth, 27 50 f.o.b. Pittsburgh.
Angles. 2 60 2 60
Common bar, per 100 lb. 1 90 2 00
Forged iron. 2 05 2 18
Refined. 2 15 2 25
Horseshoe iron. 2 15 2 25
Mild steel. 1 91 2 10
Sleigh shoe steel. 1 98 2 10
Iron finish machinery steel. 1 95 2 10
Iron finish steel (domestic). 2 25 2 25
Reeled machinery steel. 2 85 3 00
Tire steel. 2 00 2 10
Sheet cast steel. 0 15 0 15
Toe calk steel. 2 40 2 50
Mining cast steel. 0 07½ 0 08
High speed. 0 65 0 65
Capital tool steel. 0 50
Camell Laird. 0 18
Black Diamond tool steel. 0 08
Corona tool steel. 0 06½
Silver tool steel. 0 12½
COLD ROLLED SHAFING
9-16 to 11-16 inch. 0 06
1 to 1-16. 0 05½
1-16 to 3. 0 05
Montreal, 25 and 2. Toronto, 30.
BLACK SHEETS
10 gauge. 2 50 2 50
12. 2 20 2 55
13. 2 20 2 35
14. 2 20 2 45
17. 2 20 2 45
20. 2 20 2 45
22. 2 25 2 55
24. 2 25 2 55
26. 2 35 2 65
28. 2 40 2 80
CANADA PLATES
Ordinary, 52 sheets. 2 40 2 60
All bright, 52 sheets. 3 50 3 60
Galvanized—Apollo D. Crown Ordinary
18x24x52. 4 45 4 45
60. 4 70 4 70
20x28x80. 8 90 8 90
9 40 9 40
GALVANIZED SHEETS (CORRUGATED)
22 gauge, per square. 5 60
24. 4 50
26. 3 50
28. 3 30
GALVANIZED SHEETS Colborne
B.W. Queen's Fleur-de-Lis Gordon Gorbals
Head de-Lis Crown Best
16-20. 3 60 3 35 3 60
22-24. 3 65 3 40 3 65
26. 4 05 3 80 4 05
28. 4 25 4 00 4 25
Less than case lots 25 cents extra.
Apollo brand. Montreal
24 gauge, American. 3 60
26. 3 85
28. (26 English). 4 10
10½ oz., equal to 28 English. 4 35
IRON PIPE
Size (per 100 ft.) Black Galvanized
inch. 2 03 2 inch. 2 86
" 2 25 " 3 08
" 3 25 " 3 48
" 4 25 " 4 43
" 6 41 " 6 35
" 7 70 " 8 66
" 10 26 " 10 40
" 12 16 39 24 " 12 14
" 14 21 52 3 " 22 17
" 16 27 08 3 34 " 24 38
" 18 30 78 4 " 41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe up to 6 inch, 70; 7 and 8 in. pipe, 40 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—60 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices: Montreal Toronto
Heavy copper and wire, lb. 0 11½
Light copper bottoms. 0 10
Heavy red brass. 0 10
" yellow brass. 0 08
Light brass. 0 08½
Tea lead. 0 02½
Heavy lead. 0 03
No. 1 wrought iron. 12 00
Machinery cast scrap, No. 1. 16 00
Stove plate. 12 50
Malleable. 9 00
Miscellaneous steel. 7 00
Old rubbers. 0 09

LEAD.

Domestic (Trail) pig, 100 lb. 3 65
Imported pig, per 100 lb. 3 75
Bar pig, per 100 lb. 4 15
Sheets, 2½ lb. sq. ft., by roll. 5 00
Sheets, 3 to 6 lb. ft. extra. 4 75
Cut sheets ¾, per lb. extra.
Cut sheets to size, ¾, per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

Bar, half-and-half, guaranteed 0 20
Wiping. 0 18½

SHEET ZINC.

5-owl. casks. 6 75
Part casks. 7 00

SPKLETER.

Foreign, per 100 lb. 6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
55 and 26-lb. ingots, 100 lb. \$35 50 35 00

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley) Per box.
I.C. 14 x 20 base. \$6 00
IX, 14 x 20. 8 50
I.X.X., 14 x 20 base. 7 50

Raven and Vulture Grades—

I.C. 14 x 20 base. 5 00
IX. 6 00
I.X.X. 7 00
I.X.X.X. 8 00

"Dominion Crown Best"—Double

Coated, Tissue. Per box
I.C. 14 x 20 base. 5 50
IX, 14 x 20. 6 50
I.X.X. 14 x 20. 7 50

"Allaway's Best"—Standard Quality.

I.C. 14 x 20 base. 4 25
IX, 14 x 20. 5 00
I.X.X., 14 x 20. 5 25

Bright Cokes.

Bessemer Steel—
I.C. 14 x 20 base. 4 00
20x28, double box. 8 00

Charcoal Plates—Terne.

Dean or J.G. Grade—
I.C. 20x28, 112 sheets. 7 50
IX, Terne Tin. 9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
IX, 14x55, 60 sheet box. 6 75
" 14x60, " 6 75
" 14x65, " 6 75

Tinned Sheets.

72x30 up to 24 gauge, case lots 7 25
" 36 " 8 00

WIRE

ANNEALED OUT HAY BAILING WIRE.

No. 17, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 8' to 11', discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3.00; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.80; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras in 100-lb. lots: No. 17, \$5—No. 18 \$5.50—No. 19, \$6—No. 20, \$6.85—No. 21 \$7—No. 22, \$7.30—No. 23, \$7.85—No. 24, \$8—No. 25, \$8—No. 26, \$9.50—No. 27 \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras not-tinned wire, Nos. 17-25 \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 75c—oil, 10c—in 25-lb. bundles, 15c—in 5 and 10-lb. bundles, 25c—in 1-lb. banks, 35c—in ½-lb. banks, 85c—in ¼-lb. banks, 60c—packed in casks or cases, 15c.—bagging or papering, 10c.

HAY WIRE IN COILS.

\$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, \$2.75; 6, 7, 8, \$2.70; 9, \$2.25 10, \$2.75; 11, 2.80; 12, \$2.40; 13, \$2.50 14, \$3.10. In car lots straight or mixed.

POULTRY NETTING.

3-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off. Poultry netting stations, 55 per cent.

MONTHLY STEEL WIRE

No. 0-gauge, \$2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c. for coppering and 2¢ for tinning.

Amatite ROOFING

SAVES LABOR AND MONEY

A ROOFING that has to be painted every year or two is a constant care. Suppose you should neglect to paint yours in time. The chances are that when you did remember (which would probably be when

you discovered it leaking) it would be too late to paint or patch. You would need a new roof.

Now you can avoid all this bother and expense by buying Amatite, which needs no painting or coating of any kind.

We will send you a sample free. Write for it to-day and settle the question for yourself. It will only cost you a postal card and will save you many dollars in the end.

Amatite comes in convenient rolls ready to be laid on the roof. Anyone can do the job. Liquid cement to seal the laps and large headed nails are supplied free in centre of each roll.

We wish you knew as much about Amatite as we do; you'd by it every time. Its kind of ready roofing that makes satisfied customers.

Send to-day for a free sample to nearest office. That tells the story.

The Paterson Manufacturing Company, Ltd.,

Toronto
Winnipeg
St. John, N.B.

Montreal
Vancouver
Halifax, N.S.



Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.

WIRE CLOTH
Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING
Galvanized barb..... 2 50 2 55
Galvanized, plain twist..... 2 80 2 85
F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, \$2.65 for small lots and \$2.55 for car lots.
Domestic special acid fencing, 3 3/4 p.c. small lots; extra 5 p.c.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, 1/2 inch, \$15.80.
Black, 1st grade, 6 strands, 19 wires, 1/2 inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES
Galvanized..... 2 85
Plain..... 2 60

PAINTS, OILS AND GLASS

BRUSHES
Paint and household, 75 per cent.
Per lb..... 0 40

BEESWAX
Per lb..... 0 40

CHEMICALS.
In casks per lb.
Sulphate of copper (bluestone)..... 0 07
Litharge, ground..... 0 05
" flaked..... 0 05 1/2
Green copperas (green vitriol)..... 0 01
Sugar of lead..... 0 08

COLORS IN OIL.
Venetian red, 1-lb. tins pure..... 0 08
Chrome yellow..... 0 16
Golden ochre..... 0 10
French..... 0 08
Chrome green..... 0 08
French permanent green..... 0 13
Signwriters' black..... 0 15
Marine black, 25 lb. tins..... 0 04 1/2

GLUE.
Domestic sheet, in barrels..... 0 09 1/2
French medal..... 0 10

PARIS GREEN.
Drums, 50 and 100 lbs..... 0 19 1/2
Packets, 1-lb., 100 in case..... 0 21 1/2
1-lb.,..... 0 23 1/2
Tins, 1-lb., 100 in case..... 0 22 1/2

PARIS WHITE.
In bbls..... 1 00

PIGMENTS.
Orange Mineral, casks..... 0 09
" 100-lb. kegs..... 0 09

PREPARED PAINTS.
Barn (in bbls.) 1 gal. ins..... 0 70
" 5 gal. tins..... 0 65
Sherwin-Williams paint, qt. tins..... 1 70
Canada Paint Co.'s new, qt. tins..... 1 60
Globe house paint (Windsor)..... 1 25
" New Era house paint (Windsor)..... 1 25
Benj. Moore Co.'s "Ark" Bd..... 1 25
Moore's pure linseed oil, H.C.O..... 1 35
Brandram-Henderson's "English" qt. tins..... 1 60
Ramsey's paint, Pure, per gal..... 1 40
" Thistle,..... 1 10
Martin-Senour 100 p.c. pure,..... 1 70
Senour's Floor Paints..... 1 40
Jamieson's "Crown and Anchor"..... 1 40
Jamieson's floor enamel..... 1 75
Island City pure paints..... 1 40
Sanderson Peary's, pure..... 1 30
Robertson's pure paints..... 1 35

PLASTER OF PARIS
Per barrel..... 2 30

PINE TAR
Half-pint tins, per dozen..... 0 60

PUTTY.
Standard.
Bulk in casks..... 2 00
" 100-lb. drums..... 2 50
Bladders in bbls..... 2 40

RED DRY LEAD.
Genuine, 560 lb. casks, per cwt 4 75 4 75
Genuine, 100 lb. kegs..... 5 25 5 25
No. 1, casks, per 100 lbs..... 4 25 4 25
No. 1, kegs, per 100 lbs..... 4 75 4 75

SHINGLE STAINS.
In 5-gallon buckets..... 0 75

TURPENTINE AND OIL.
Montreal Toronto
Prime white petroleum per gal..... 0 13 1/2
Water white..... 0 15 1/2
Pratt's astral..... 0 17 1/2
Castor oil, per lb..... 0 08 1/2
Motor Gasoline single bbls..... 0 14 1/2
Benzine, per gal single bbls..... 0 15 1/2
Turpentine, single barrels..... 0 82 1/2
Lined Oil,..... raw 0 80 79
" boiled 0 83 82

VARNISHES.
Per gal. cans.
Carriage, No. 1..... 1 50
Pale durable body..... 3 50
" hard rubbing..... 3 00
Finest elastic gear..... 3 00
Elastic Oak..... 1 50
Furniture, polishing..... 2 00
Furniture, extra..... 1 15
" No. 1..... 0 80
" union..... 0 85
Light oil finish..... 1 30
Gold size Japan..... 2 00
Turps brown Japan..... 1 50
No. 1 brown Japan..... 1 00
Baking black Japan..... 1 35
No. 1 black Japan..... 0 90
Benzine black Japan..... 0 70
Crystal Damar..... 2 50
No. 1..... 1 40
Pure sea halmum..... 1 50
Oilcloth..... 1 25
Lightning dryer..... 0 75
Elastiline varnish..... 2 00
Granite floor varnish..... 2 50
Maple Leaf coach enamels..... 1 20
Sherwin-Williams' kopal varnish..... 2 50
Canada Paint Co.'s sun varnish..... 2 00
" Kyanize " Interior Finish..... 2 40
" Flint-Lac " coach..... 1 80
B.H. Co.'s "Gold Medal," in cases..... 2 50
Jamieson's Copalene..... 3 00
Flat floor finish..... 2 25
Elastica exterior finish..... 4 25
Island City Dreadnought Finish..... 2 50
Stovepipe varnish, 1 pint, per gross..... 8 00
Beeswax per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., \$2.30.
Pure white shellac varnish, in barrels 1 75
Pure orange..... 1 70
No. 1 orange..... 1 25

WINDOW GLASS
Size United
Inches. Star Double Diamond
Under 26..... \$4 25 \$6 25
26 to 40..... 4 65 6 75
41 to 50..... 5 10 7 50
51 to 60..... 5 35 8 50
61 to 70..... 5 75 9 75
71 to 80..... 6 25 11 00
81 to 85..... 7 00 12 50
86 to 90..... 8 50 15 00
91 to 95..... 9 25 17 50
96 to 100..... 20 50
Toronto, 30 p.c. to 30 and 5 p.c. Broken boxes, 50 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

Montreal Toronto
Munro's Select Flake White..... 6 25 6 40
Elephant Genuine..... 6 25 6 40
Lily Pure..... 5 75 5 90
Tiger Pure..... 5 55 5 70
Monsieur (Windsor)..... 5 50 5 65
Esser Genuine (Windsor)..... 5 50 5 65
Brandram's B. B. Genuine..... 6 85 7 00
" Anchor " pure..... 5 50 5 65
Ramsey's Pure Lead..... 5 50 5 65
Ramsey's Exterior..... 5 25 5 60
" Crown and Anchor " pure..... 5 75 5 90
Island City pure lead..... 5 75 5 90
Sanderson Peary's..... 5 75 5 90
Robertson's C.P. lead..... 5 50 5 65
Decorators' Pure..... 5 75 5 90
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY)
Extra Red Seal, V.M..... 0 07 1/2

WHITE ZINC IN OIL
Pure, in 25-lb. tins..... 0 08 1/2
No. 1,..... 0 07
No. 2,..... 0 06 1/2

WHITING.
Plain, in bbls..... 0 70
Gliders bolted in barrels..... 1 00

HARDWARE

AXES.
Carpenters', per doz..... 12 50 14 00
Plain ship,..... 18 00 22 00

AXES AND HATCHETS.
Single bit, per doz..... 6 00 9 00
Double bit,..... 10 00 12 00
Bench Axes..... 6 75 10 00
Broad Axes..... 22 75 25 00
Hunters' Axes..... 5 00 6 00
Boy's A axes..... 5 75 6 50
Lathing hatchets..... 4 70 10 00
Shingle..... 1 45 6 75
Olav..... 1 70 5 00
Barrell..... 5 50 6 85

ANVILS.
Taylor-Forbes, prospectors..... 0 05 1/2
Buckworth, per lb..... 0 10 1/2

AMMUNITION
"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2 1/2 p.c.; R.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80 c.; no. 28 ball, \$1.20, per 100 lbs.; bags less than 25 lbs., 40 c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS
Ford's auger bits..... 30 and 10
Irwin's auger..... 47 1/2
Gilmour's auger..... 50
Rockford auger..... 50 and 10
Gilmour's car..... 47 1/2
Clark's expansive..... 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	dos.	pairs.
stearns wood track.....	4 50	6 00
Zenith.....	9 00	9 00
Atlas, steel covered.....	5 00	6 00
Perfect.....	8 00	11 00
New Milo, flexible.....	6 50	6 50
Double strap hanger, doz. sets.....	6 40	6 40
Standard jointed hanger, ".....	6 40	6 40
Steel King hangers, ".....	6 25	6 25
Storm King and safety hangers.....	6 50	6 50
" rail.....	4 25	4 25
Crown.....	4 85	4 85
Crescent.....	6 50	6 50
Sovereign.....	7 25	7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.		
Steel, track, 1 x 3-16 in (100 ft)....	3 25	

BARN DOOR LATCHES

	dos.	pairs.
Challenge, dozen.....	3 25	
Defiance, dozen.....	3 75	
Gem dozen.....	7 50	

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60 and 10 per cent.
Standard, 8, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; out laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new \$1 list.....	70
" " and smaller.....	70
" " 7-16 and up.....	70
" " Norway Iron (\$3 list).....	00
Machine Bolts, 1/2 and less.....	60, 10 and 10
Machine Bolts, 7-16 and up.....	60
Plough Bolts.....	55, 5 and 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, 1/2 and less.....	60 and 10
" " 7-16 and larger.....	55 and 5
Coach Screws, new, 1 lb. per.....	75
Nuts, hexagon, all sizes, 4 1/2 lb. off.	
Nuts, square, all sizes, 4 1/2 lb. off.	
Stove Rods per lb., 5 1/2 to 6c.	
Stove Bolts, 80	

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll.....	0 70
O. K. paper, No. 1, per roll.....	0 75
O. K. paper, No. 2, per roll.....	70
Plain Fibre, No. 1, per 400 ft. roll.....	45
Plain Fibre, No. 2.....	0 27
Tarred Fibre, No. 1, per 400 ft. roll.....	0 55
Tarred Fibre, No. 2.....	0 35
Tarred Fibre, Cy. Loue, 25 lb., per roll.....	0 55
Dry Cyclone, 15 lbs.....	0 45
Plain Surprise, per roll.....	0 40
Resin sized Fibre per roll.....	0 40
Asbestos building paper, per 100 lbs.....	4 00
Heavy straw, plain & barred, per ton.....	37 50
Carpet Felt, per 100 lbs.....	2 80
Tarred wool roofing felt, per 100 lbs.....	1 80
Pitch, Boston or Sydney, per 100 lbs.....	0 70
Pitch, Scotch, per 100 lbs.....	0 65
Heavy Fibre, 3 1/2 & 6 1/2, per 100 lbs.....	3 00
2 Ply Ready Roofing, per square.....	0 70
3.....	0 95
3 Ply complete, per roll.....	1 15
Liquid Roofing Cement, brls., per gal.....	1 85
tins.....	0 15
Crude Coal Tar, per barrel.....	0 20
Refined Coal Tar, tins, per doz.....	3 50
Refined Coal Tar, per barrel.....	4 50
Shingle varnish, per barrel.....	4 50
Caps, per lb.....	0 08
Nails, per lb.....	0 05
Mop cotton, per lb.....	0

Pilkington Brothers, Limited, St. Helens, Lancashire, England

MANUFACTURERS OF ALL KINDS OF

BRITISH WINDOW GLASS

Polished Plate Glass, Plain and Bevelled Mirrors, Picture and Car Glass, Prismatic Glass, Cast Ribbed and Polished Wire Glass

Cast and Ribbed Rolled Glass, Leaded Lights, Wire Screens, Plain and Figured Cathedral Glass, Obscured and Enamelled Glass

Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.

CANADIAN OFFICES AND DEPOTS:

Montreal
Busby Lane

Toronto
Mercer Street

Winnipeg
Market Street

Vancouver
Columbia Ave.

BINDER TWINE.

500 feet, sisal	0 07 1/2
500 " standard	0 07 1/2
550 " Manila	0 07 1/2
600 " "	0 08 1/2
650 " "	0 09

Car lots, 30. less; 5-ton lots, 10. less
Central delivery.

SUTTS.

Plated, bower barff & nickel, No. 241. 45 p.c.
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.
Crescent brand, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 50	1 65
White Bros. English	2 00	2 05
" Lafarge " cement in wood	3 40	
Fire brick, Scotch, per 1,000	23 00	8 00
" English	17 00	21 00
" American, low	23 00	25 00
" high	27 50	35 00
Fire clay (Scotch), net ton	5 0	

CHALK AND PENCILS

Carpenters Colored, per gross ..	0 65	0 80
" lead pencils, per gross ..	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 60

CHAIN

Proof coil, per 100 lb., 1/2 in., \$6.00; 5/16 in., \$4.85; 3/8 in., \$4.25; 7/16 in., \$4.00; 1/2 in., \$3.75; 9/16 in., \$3.70; 5/8 in., \$3.65; 3/4 in., \$3.60; 7/8 in., \$3.45; 1 in., \$3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 6, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent; f.o.b. Ottawa, Kingston and Montreal, 47 1/2 per cent.

CLAMPS

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lengths	3 00
3 " " "	3 65
4 " " "	4 80
5 " " "	6 40
6 " " "	8 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitta, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	6 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 8

DRILLS

Bit stock drills, 3-32 in., doz	9 67
---------------------------------------	------

SCOUTHOUSES.

Canadian, 45 and 10 per cent.

SCOUTHOUSE PINS.

Steel, discount 60 per cent.
Brass, 65 per cent.

SAVETH. UGHS.

8 inch, in 10 foot lengths	2 75
10 " " "	3 00
12 " " "	3 50
15 " " "	5 60

Add extra 10c. per 100 on O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12 1/2 p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RAPE.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62 1/2
Jowett's (English list)	27 1/2

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Duffin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10oz, doz ..	1 25
" hickory handle, 1 lb., doz	0 95
" straight claw, 1 lb., doz	7 00
Farmers hammers, 10 oz, doz	5 60
Tinners setting 1/2 lb., doz	4 50
Machinists, 1/2 lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, 1/2 inch	9 00
" " "	10 00
" " "	12 00
Leather, 1/2 inch	4 00
Leather, 1 1/2 "	5 20
Web	3 45

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net..	7 25
" " 5-in.	7 00
" " 6-in.	6 75
" " 8-in.	6 50
" " 10-in. and larger ..	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge	4 50
over 12 in.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 55 p.c.	

HINGES (SPRING)

Spring, per gross—No. 5, \$16.10; No. 10, \$16.10; No. 20, \$3.40; No. 50, \$17.58; No. 51, \$7.74; No. 120, \$16.10.
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.
Chicago hold back screen door, iron, gro. \$12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12 1/2 p.c.
" Chief " floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—
1 x 5 2 25 || 5-16 x 5 | 3 40 |
Bright wire screw eyes and hooks, 60 p.c.	
Bright steel gate hooks and staples, 40 p.c.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes 60 and 20 p.c.	
Crescent hat and coat wire, 60 per cent.	

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, \$2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M. & "Bell" brands iron, light & medium, No. 1 and smaller, \$3.75; No. 2 and larger, \$3.50; snow pattern, No. 1 and smaller, \$4.00, No. 2 and larger, \$3.75; "X.L." new light steel, No. 1 and smaller, \$4.10; No. 2 and larger, \$3.85; "X.L." featherweight steel, No. 0 to 4, \$5.25; Special countersunk steel, No. 0 to 4, \$5.50 pkg; too-weight, all sizes, \$6.00. F.o.b. Montreal and Belleville. Extras for packing.
Tocals Standard, J.P. & Co. "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb boxes.

HORSE WEIGHTS.

Taylor-Forbes, 40c. per lb.
ROSE
Competition grade lawn hose, 70, 10 and 5.

ICE CREAM FREEZER.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Claus, 50 and 25 per cent.
KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, fluted cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN HUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz.....	0 40	0 75
Mincing knives per doz.....	0 50	0 90
Potato mashers, wire, per doz.....	0 60	0 70
" wood	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1.....		1 15
Enterprise chopper, each		1 50
Spiders and fry pans, 5 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

LADDERS

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast .. per doz. 5 75
Lift Tumbler and Hinge Plain .. 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, \$1.20
Lamp wick, 50 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., \$5.25; 9 in. wheel, 3 knives, 12 in., \$6.75; 8 in. wheel, 5 knives, 12 in., \$7.75; 10 1/2 in. wheel, 4 knives, 12 in., \$8.50; 10 1/2 in. wheel, 4 knives, 12 in., ball bearing, \$10.00. 50 per cent. f.o.b. Guelph.
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. \$2.75; do., 4 knives, \$2.85; 9 in. wheel, 3 knives, 12 in. sizes, \$3.80; do., 4 knives, \$3.50; 10 1/2 in. wheel, 4 knives, 12 in. sizes, \$4; ball bearing, \$4.85.

LOCKS AND KEYS.

Canadian 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hook, dozen, from.....	12 00	
Axes, dozen, from.....	6 50	
Axe handles, dozen, from.....	1 15	
Cross cut saws, per foot.....	0 25	0 43
Axe wedges, dozen.....	0 25	
Ball and heel calks.....	4 00	4 25

MALLET.

Tinsmiths', 3 1/2 x 5 1/2 in., per doz ..	1 35
Carpenters', round hickory, 6 in., per doz ..	1 95
Lignum Vitae, round 5 inch, per doz ..	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste, 8 00
Axoline brass cleaner, 100 in package 6 70

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, \$8 dozen
Picks, 6 to 7 lb., 4.65 dozen.
Pick handles, \$1.85 dozen.
Prospectors' hammers, 1 1/2 cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3 1/2 cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1-1 1/2 inch	3 35
1 1/2 inch	3 05
1 3/4 inch	2 75
2-2 1/2 inch	2 65
2-3 1/2 inch	2 50
3-3 1/2 inch	2 45
3-4 inch	2 40
4-5, 5 1/2, 6 inch (base)	2 35
Cut nails—Montreal, \$2.40; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 334 per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs. ..	2 85

OAKUM.

Plumbers per 100 lb. 4 50

OILS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gal- lon, per dozen 10 00 || Davidson oils, 40 per cent. | |
Zinc and tin, 50 per cent.	
Coppered oils, 50 per cent. off.	
Brass oils, 50 per cent.	
Malleable, 25 per cent.	

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42 1/2.
"Singapore" and "Alaska" Nevada silver flatware, 45 p.c.

FINISHED WARE.

Discount 40 per cent.
10-nt. flaring can buckets, 40 per cent.
4, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Final hods, 45 per cent.
Boiler and tea kettle pitta, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 35 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37 1/2 to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.	
	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henskel's	7 50 50 00
Clauss automatic safety	37 00
Clauss perfect stopper	16 00
Gillette Safety, each	9 75
Claus Razors and Strops, 50 per cent	
Ever Ready Safety	9 90

For all classes
of work.

Cut from heel
to point.

POCKET SCISSORS

The Name **CLAUSS** on every description of cutlery goods is your unconditional guarantee of unequalled quality. For every class of work where a good pair of scissors is required

CLAUSS SHEARS

fill the bill. From the daintiest embroidery scissors to the heaviest shears, there's a line in Clauss goods that you can handle.

Send for our illustrated catalogue. It will tell you how you can handle a complete Clauss range with profit.

Clauss Shear Co., 169 Spadina Ave., Toronto

HORN OF PLENTY SCISSORS

Work even and
smooth.

Do not cramp the hand.

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

ROPE AND TWINE

Algal rope	0 09
Pure Manila rope	0 10
"British" Manilla	0 0 1/2
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 03 1/2
Slal bed cord, 48 feet..... per doz.	0 65
" " 60 feet..... "	0 80
" " 72 feet..... "	0 95
Cotton clothes line, 2 1/2 off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 46
" 4-ply twine	0 30
Mattress twine per lb.	0 35
Staging	0 27

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 12 1/2 per cent.
Copper Burs only, 22 1/2 p.c.
Extras on Coppered Rivets 1-lb. packages
1c. per lb.; 4-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2 1/2c. per lb.

RIVET SETS.

Canadian, 35 to 57 1/2 per cent.

RULES.

Boxwood, No. 68, 2 foot, doz..... 1 15
Vory, No. 1282, 2 foot, each..... 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished..... per set 0 75
" No. 50, nickel-plated, " 0 80
" handles, japanned, per gross 8 40
Common, plain..... 4 25
" plated..... 5 50
Asbestos, per set..... 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

otions, 1 lb. each, per 100 lb..... 2 30
" to 30 lbs..... 1 0

SASH CORD.

No. 8, per lb..... 0 34 1/2

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Diston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS Doz
Common doors, 2 or 3 panel, walnut
stained, 4-in. style..... 7 80
Common doors or 3 panel, grained
only, 4-in. style..... 8 10
Beaver window screens, 14x18, open 28 1/2
inches..... 1 60
Perfection window screens, 14x15, open
22 1/2 inches..... 1 80
Model window screens, 14x22, open 36 1/2
inches..... 2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne - Imperial
Standard, 35; Weigh Beams, 35; Champion
Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richellen, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 50.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS

	Percent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	\$5 00
iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's..... per doz. 0 65 1 00
North Bros., No. 30 .. per doz. 18 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japa.
65; tailors, 46; pruning, 70.
Seymour's, 50 and 10 per cent.

SHelf BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37 1/2 per cent.
Baker, hockey 30c. upwards: spring,
Empire hockey sticks, \$3 00, \$3.50.
Miomac and Rex sticks, \$4.00, \$6.00.
Fucks net, \$1.50.

SHOVELS AND SPADES.

Canadian. No. 1 and 2 grade, 60 and 2 1/2 p.c.;
No. 3 and 4 grade, 50 and 2 1/2 p.c.

SQUARES.

Diston's 60 and 10 p.c.
Stanley Try Squares, size 7 1/2, doz. net.. \$2 85

SNAPS.

Harness, 25 per cent
SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12 1/2 per cent.

Retinned, 75 and 12 1/2 per cent.

SAP SPOUTS.

Bronzed iron with hooks..... per 1,000 7 50

Eureka tinned steel, hooks 8 00

STAPLES

Poultry netting, 100 lbs..... 5 70

Bed, 100 lbs., No. 14..... 6 75

Blind, per lb..... 12

Coopers' staples, 45 per cent.

Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1/2 p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths..... 7 00

7 inch..... 7 50

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common..... per doz. 1 22

7-inch..... 1 35

Polished, 150 per dozen extra.

Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock..... 18 75

STONES—OIL AND SCYTHE.

Washita..... per lb. 0 25 0 37

Hindostan..... 0 05 0 10

" slip..... 0 15 0 20

" Axe..... 0 10

Deer Creek..... 0 10

Deerlock..... 0 25

" Axe..... 0 15

Lily white..... 0 42

Arkansas..... 1 50

Water-of-Ayr..... 0 10

Soythe..... per gross 3 50 5 00

Grind, 40 to 200 lb., per ton.. 30 00 22 00

under 40 lb. 24 00

200 lb. and over..... 28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned,
85; (in kegs), 40; cut tacks, blued, in dozens
only, 80 and 10; 1 weights, 60; Swedes cut
tacks, blued and tinned, bulk, 85 and 5, in
dozens, 75 and 10; Swedes, upholsterers',
bulk, 90; brush, blued and tinned, bulk, 70
and 10; Swedes, gimps, blued, tinned and jap-
anned, 82 1/2; zinc tacks, 35; leather carpet
tacks, 35; copper tacks, 45; copper nails, 50;
trunk nails, black, 65 and 10; trunk nails, tin-
ned and blued, 65 and 10; clout nails, blued
and tinned, 65 and 10; chair nails, 35 and 10;
patent brads, 40 and 10; fine finishing, 40 and
10; lining tacks, in papers, net; lining tacks,
in bulk, 15; lining tacks, solid heads, in bulk,
75; saddle nails, in papers, 10; saddle nails,
in bulk, 15; tufting buttons, 22 line in dozens
only, 60; zinc glaziers' points, 5; double
pointed tacks, papers, 90 and 10; double
pointed tacks, bulk, 55; clinch poi (shoe
rivets, 45 and 10; cheese box tacks,
trunk tacks, 80 and 20; strawberry box tacks,
80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., each.... 0 94
steel, No. 264, 66 ft., each.... 3 15
Chesterman's linen, No. 1822, 66 ft. ea. 1 10
Metal, No. 1821..... 1 95
" Steel, No. 1840, 50 feet.... 4 20

TROWELS.

Diston's, 10 per cent.

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Tin case and dairy, 75 to 75 and 10 per cent.

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Discount 25 per cent.

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Out O' Sight Mouse Traps..... 0 60

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Amatite Roofing Co.	68	Dickmann, Ferdinand	84	Langwell & Sons	25	Pink, Thos.	63
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Anti Splash Filter Co.	23	Dominion Cartridge Co.	24	Lion Metal Co.	58	Ramsay, A., & Son Co.	51
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Atkins, E. C. & Co.	1	Dorcen Bros.	outside front cover	London Foundry Co.	64	Richardson, J. E.	60
Atlas Mfg. Co.	20	Dougall Varnish Co.	53	London Rolling Mill Co.	45	Robertson Mfg. Co., Ltd., P. L.	59
Aylmer Pump and Scale Co.	62	Enterpri e Foundry Co.	14	Lufkin Rule Co.	inside back cover	Robertson, Jas. Co., Montreal	54
		Enterprise Mfg. Co.	10	Lyaght, John	outside front cover	Rodgers, Jos., & Sons	20
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Baynes, Wm.	73	Gartitt, T., & Son	19	McDougall, R., Co.	22	Sharratt & Newth	62
Barnett, G. & H. Co., outside back cover		Gibb, Alexander	20	McGlashan-Clarke Co., Ltd.	54	Shaw, A., & Son	51
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Brand & Co.	59	Guelph Spring and Axle Co.	19	Martin-Senour Co.	49	Spramator Co.	87
Brandram-Henderson, Ltd.	49	Gutta Percha & Rubber Mfg. Co.	outside back cover	Maxwell, D., & Sons	57	Stairs, Wm., Son & Morrow	71
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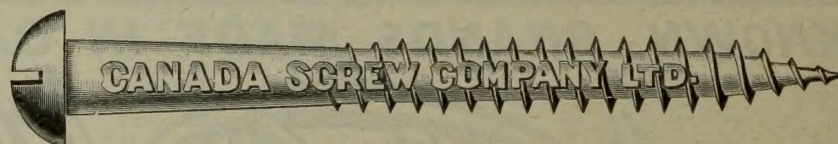
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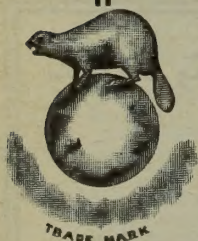
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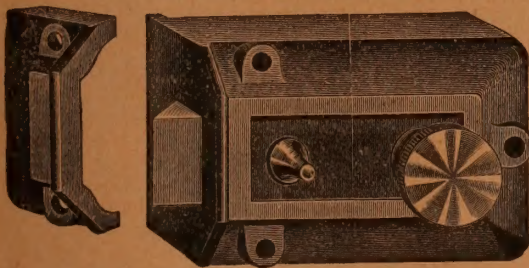
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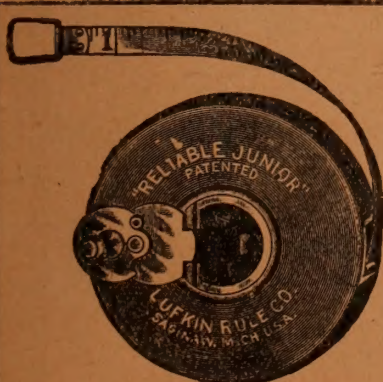
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